SALES & MARKETING
MANAGEMENT

FORMERLY: SURVEY OF SELLING COSTS

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1991 SALES MANAGER'S BUDGET PLANNER

SECTION I: USER'S GUIDE

SECTION II: METRO MARKET PROFILES

SECTION III: COMPENSATION & EXPENSES

Lona, Jeanne 009
S R I Acquisitions Editor
Congressional Information Svs
4520 East-west Highway
Bethesda MD 20814 3389

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ESTABLISHED 1918

SALES & MARKETING MANAGEMENT

1991 SALES MANAGER'S BUDGET PLANNER

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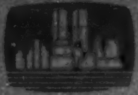

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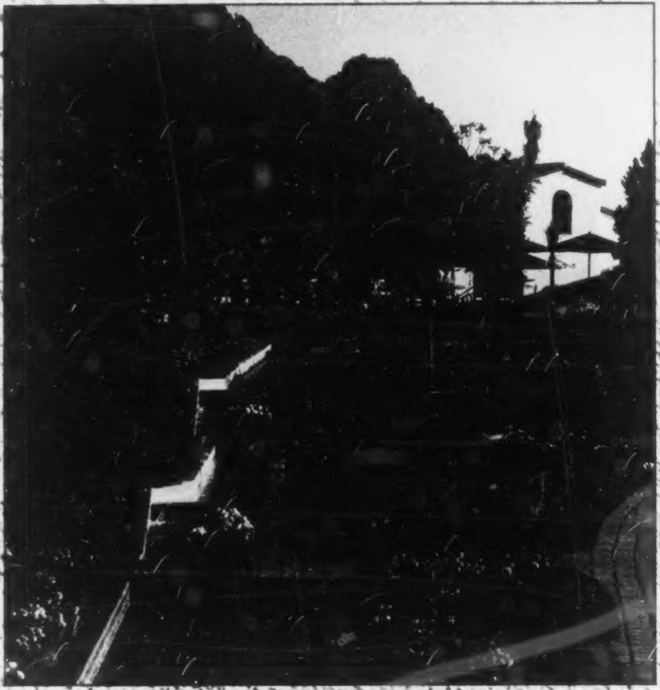

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ASSOCIATE EDITORIAL DIRECTOR: Melissa Campanelli
COPY EDITOR: Wendy Svanoe
ART DIRECTOR: Charles P. Doherty
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CONTROLLER: Joseph J. Furey

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SECTION I

USER'S GUIDE

A USER'S GUIDE TO THE SALES MANAGER'S BUDGET PLANNER

A sampling of some of the many ways *SMBP* data can be used to calculate cost per call, increase sales call efficiency, and prepare a sales budget.

HOW THE GUIDE IS ORGANIZED

The User's Guide has been divided into three sections: Cost Per Call, Sales Call Efficiency, and Budgeting, with each section offering a sample of applications that can be expanded or altered according to your specific needs. To acquaint yourself with the *Budget Planner*'s data, locate the appropriate section and take a few minutes to read through the outlined procedures. The examples provided will help get you started toward generating the information and answers you need to help you plan more effectively.

COST PER CALL

Ask a dozen sales managers what the cost of a sales call is these days, and you're likely to get 12 different answers ranging anywhere from $100 to $1,000. The reason for this wide disparity is because each industry and source has a different definition of what constitutes legitimate sales-related costs, with some even factoring in such questionable items as administrative expenses, executive salaries, office space, and even marketing and advertising costs.

As one of the few sources reporting annual cost-per-call

DIRECTORY OF CONTRIBUTORS

The following organizations, associations, research firms, and consultants are sources for some of the statistics in the 1991 Sales Manager's Budget Planner. *For those readers who would like more information on a particular topic, the name and address of each contributor is listed below, along with a description of their activities.*

College Placement Council, 62 Highland Ave., Bethlehem, PA 18017 (215-868-1421). The CPC provides its services to career planning and placement directors at colleges and universities, as well as to employers who hire graduates of these institutions. The CPC's quarterly *Salary Survey* is the source for some of the training and compensation statistics in Section III of S&MM's *1991 Sales Manager's Budget Planner.*

Dartnell Corp., 4660 Ravenswood Ave., Chicago, IL 60640 (312-561-4000). Dartnell publishes business books, manuals, newsletters, and bulletins, most notably its annual *Survey of Sales Force Compensation*. In addition, Dartnell produces sales training films and cassettes and conducts management seminars.

Dataquest, Inc., 1290 Ridder Park Dr., San Jose, CA 95131 (408-437-8000). Dataquest is a market research firm specializing in high-technology equipment. Their 1989 market research data on laptop computers is highlighted in Section III of this year's *SMBP.*

Herschel Shosteck Associates, Ltd., 10 Post Office Rd., Silver Springs, MD 20910-1192 (301-589-2259). A cellular telephone economics firm, Herschel Shosteck and Associates tracks annual market share data on cellular phones, forming the basis for the 1990 cellular phone statistics highlighted in Section III of this year's *SMBP.*

***Incentive* Magazine,** 633 Third Ave., New York, NY 10017 (212-986-4800). *Incentive* is a monthly publication that covers the methods used by organizations to motivate customers at all levels to buy and employees to work more effectively. The magazine also conducts surveys of its readers and the incentive industry in general, and the *Sales Manager's Budget Planner* includes some of the results of its most recent Survey of Employee Motivation Practices.

International Data Corp., 5 Speen St., Framingham, MA 01701 (508-872-8200). IDC is a market research firm also specializing in high-technology equipment. Their 1990 market research data on fax machines is highlighted in Section III of this year's *SMBP.*

International Exhibitors Assn., 5501 Backlick Rd., Suite 200, Springfield, VA 22151 (703-941-3725). The IEA is a membership organization whose Active Division represents the interests of firms using exhibits as a marketing or promotional medium. Its Allied Division consists of suppliers to the exposition industry. IEA's *1991 Budget Guide* contains charts and statistics that aid exhibit managers in assessing expenses, projecting future costs, and making comparisons with previous expenditures.

data for consumer, industrial, and service salespeople, S&MM tends to take a simpler view of things when it comes to calculating cost per call, purposely limiting our guidelines to the two basic components of field selling—compensation and T&E (Travel & Entertainment)—and it is these two factors that form the basis of the cost-per-call data found in the *Sales Manager's Budget Planner.*

The first step in producing such figures involves gathering compensation and field-expense data from a wide array of industries and titles, and over the years, S&MM has been able to build up a substantial database of cost-related statistics by continuously surveying its subscribers, asking them to provide compensation and T&E figures for their own sales forces. These data are then sorted by both industry (Consumer, Industrial, and Service) and by level of experience (Sales Trainee, Mid-Level, Top-Level, and Supervisory salespeople).

Once these tabulations have been made, the summary data are then used to produce the cost-per-call estimates by working through a series of four basic formulas, beginning with a generalized calculation of call patterns on both a daily

Mobil® Travel Guides, c/o Prentice Hall Press, 108 Wilmut Rd., Suite 450, Deerfield, IL 60015 (312-948-5995). This series of regional guides is published by Prentice Hall Press in collaboration with Mobil Oil Corp., and its listings of rated hotels and restaurants are used as the basis for selecting those destinations appearing in the *SMBP's* Metro Market Profiles. The seven regional guides cover the 48 contiguous states and selected cities in 10 Canadian provinces, and contain information on more than 14,000 lodgings and 7,500 restaurants.

Northwestern University Placement Center, Scott Hall, Evanston, IL 60201 (312-491-3709). Each year, the NUPC publishes *The Northwestern Lindquist-Endicott Report,* a study of current trends in hiring and compensation that is used as a basis for some of the compensation data found in Section III of the *SMBP.* Full copies of the report are available from Northwestern University Placement Center at a cost of $35.

Runzheimer International, Runzheimer Park, Rochester, WI 53167 (414-534-3121). Runzheimer is an international management consulting company specializing in travel and living costs data. It publishes *Runzheimer Reports on Transportation* and *Travel Management,* as well as other related surveys and statistics.

Schonfeld & Associates, 1 Sherwood Dr., Lincolnshire, IL 60069 (708-948-8080). A management consulting company that publishes an annual study of advertising and promotional expenditures of major U.S. corporations, as well as other forecasts and tracking studies in the areas of marketing and advertising. The sales support data on advertising and promotional expenditures as a percentage of net sales in Section III of the *SMBP* are taken from Schonfeld's publication, *Advertising Ratios and Budgets.*

Successful Meetings **Magazine,** 633 Third Ave., New York, NY 10017 (212-986-4800). In addition to a monthly magazine covering meeting trends and destinations, *SM* also publishes its annual *Successful Meetings Sourcebook.* Listings of meeting sites and conference centers in this directory are used as the basis for selecting those destinations that appear in the *SMBP's* Metro Market Profiles in Section II.

Tradeshow Week, 12233 W. Olympic Blvd., Suite 236, Los Angeles, CA 90064-9956 (213-826-5696). A weekly newsletter dealing with trends and news in the tradeshow industry, *Tradeshow Week* also publishes statistics and survey results, as well as three annual directories on exhibit halls, trade show services, and other related topics.

TRAINING, The Magazine of Human Resources Development, 50 South 9th St., Minneapolis, MN 55402 (612-333-0471). *Training* is a monthly magazine dealing with job-related training and employee development in all types of organizations. Each October, the magazine publishes an Industry Report that is an overview of employee training in America.

and yearly basis. The following table shows the results of this calculation:

INDUSTRY	CALLS PER TERRITORY PER DAY A	CALLS PER TERRITORY PER DAY B	EST. DAYS IN FIELD PER YEAR	CALLS PER TERRITORY PER YEAR A	CALLS PER TERRITORY PER YEAR B
Consumer					
Range	3-6	2-4	187	561-1,122	374-748
Median	4.5	3		841.5	561
Industrial					
Range	3-5	2-4	187	561-935	374-748
Median	4	3		748	561
Service					
Range	4-8	2-5	187	748-1,496	374-935
Median	6	3.5		1,122	654.5

In this table, an ***A Territory*** is defined as a metro area where customers and prospects are heavily concentrated and a salesperson can easily make multiple calls, or as a selling philosophy that emphasizes a high call quota. A ***B Territory*** reflects a territory where customers are widely dispersed, and more time is spent traveling between calls. The ***Estimated Days in Field Per Year*** is based on 4 days x 52 weeks per year, less 6 holidays and 15 days vacation and/or sick leave, resulting in a figure of 187 days. The ***Calls Per Territory Per Year*** reflects the ***Calls Per Territory Per Day*** ranges and/or medians multiplied by this figure, the median being the midpoint in each set of ranges.

With these data in hand, the next step involves calculating direct sales costs, which are limited to compensation and field expenses (T&E) only. The dollar figures shown in the table below have been taken directly from the responses to this year's annual compensation survey, and the ranges of ***Compensation*** and ***Field Expenses*** for the three industries listed were produced from the data gathered for two different levels of sales personnel: Mid-Level and Top-Level salespeople. Data for Trainees and Sales Supervisors were purposely excluded from these calculations, since in most cases they don't technically involve "field" salespeople and therefore would not realistically reflect the true range of either compensation or field expenses.

INDUSTRY	RANGE & MEDIAN COMPENSATION +	RANGE & MEDIAN FIELD EXPENSES =	TOTAL DIRECT SALES COSTS
Consumer			
Range	$20,000-$100,000	$2,000-$50,000	$22,000-$150,000
Median	$60,000	$26,000	$86,000
Industrial			
Range	$25,000-$140,000	$3,500-$36,000	$28,500-$176,000
Median	$82,500	$19,750	$102,250
Service			
Range	$25,000-$130,000	$12,000-$30,000	$26,200-$160,000
Median	$77,500	$15,600	$93,100

Having calculated a range and median for both the Calls Per Territory Per Year and the Total Direct Sales Costs, we can now produce a cost-per-call figure for ***A*** and ***B*** territories by utilizing a simple formula that equitably combines cost data and call patterns. Using the Consumer category as an example, we first divide the *highest* figures in the range of ***Calls Per Territory Per Year*** (1,122 and 748) into the *lowest* figure in the range of ***Total Direct Sales Costs*** ($22,000), which equals the low end of the ***Cost Per Call Per Territory*** range for each type of territory ($19.60 and $29.41). The *lowest* figures in the range of ***Calls Per Territory Per Year*** (561 and 374) are then divided into the *highest* figure in the range of ***Total Direct Sales Costs*** ($150,000), producing the high-end figure for each ***Cost Per Call Per Territory*** range ($267.38 and $401.07). By performing this same calculation with the comparable Industrial and Service figures and selecting the midpoint in each set of ranges, we produce the following ranges and medians of Cost Per Call Per Territory:

INDUSTRY	TOTAL DIRECT SALES COSTS	CALLS PER TERRITORY PER YEAR A	CALLS PER TERRITORY PER YEAR B	COST PER CALL PER TERRITORY A	COST PER CALL PER TERRITORY B
Consumer					
Range	$22,000-$150,000	561-1,122	374-748	$19.60-$267.38	$29.41-$401.07
Median	$86,000	841.5	561	$143.49	$215.24
Industrial					
Range	$28,500-$176,000	561-935	374-748	$30.48-$313.73	$38.10-$470.59
Median	$102,250	748	561	$172.11	$254.35
Service					
Range	$26,200-$160,000	748-1,496	374-935	$17.51-$213.90	$28.02-$427.81
Median	$93,100	1,122	654.5	$115.71	$227.92

Finally, by combining the ranges for both territory types, we can calculate a ***Median Cost Per Call*** figure for each industry group as a whole, which is done by first selecting the lowest and highest figure from each set of ranges (Territory A and Territory B). For the Consumer industry category, the resulting combined range would be $19.60 (low) to $401.07 (high), which gives us a median cost-per-call figure of ***$210.34***. By performing this same calculation for the other two industry groups, we produce the following list of Median Cost Per Call by Industry:

INDUSTRY	COMBINED RANGES (TERRITORIES A & B)	MEDIAN COST PER CALL
Consumer	$19.60-$401.07	**$210.34**
Industrial	$30.48-$470.59	**$250.54**
Service	$17.51-$427.81	**$222.66**

Using these same basic formulas, you can take data from virtually any company or industry group and use it to produce your own customized cost-per-call averages based on more specific call-pattern and expense data gathered from company records.

SALES CALL EFFICIENCY

Having discussed how call patterns and direct sales costs are used to construct the cost-per-call estimates for the *Sales Manager's Budget Planner*, let's move on to something called the Sales Call Efficiency Index (SCEI), a figure that can be used to measure the relative effectiveness of salespeople assigned to similarly sized territories with markedly different cost characteristics.

In order to compare cost-per-call ratios from your various territories more fairly, it's important that the differences between markets be examined in depth. In this example, we'll look at two different metro markets with roughly the same population—New Orleans (where daily expenses are higher than average) and the Norfolk-Virginia Beach-Newport News, Va., area (with below-average costs).

Step 1: The first thing you need to do when formulating an SCEI is to calculate your salespeople's call patterns. The following formula should be used to make this calculation:

SALESPERSON	ACTUAL CALLS REPORTED	AVERAGE CALLS PER DAY	x	TOTAL DAYS IN FIELD	=	ESTIMATED TOTAL CALLS	ACTUAL OR ESTIMATED CALLS PER YEAR

These figures can either be gathered by totaling the number of calls listed on the salesperson's call reports (entered under ***Actual Calls Reported***), or by multiplying the ***Average Calls Per Day*** by the number of days the salesperson spends in the field (***Total Days in Field***), which gives you the ***Estimated Total Calls*** figure. Whichever formula is used, the annual total for each salesperson should then be entered under ***Actual or Estimated Calls Per Year***.

Step 2: Next, you'll need to compute your salespeople's direct sales costs, and this can be done by utilizing the formula below:

SALES-PERSON	BASE SALARY +	BONUS OR COMMIS-SION +	AUTO EXPENSE +	T&E EXPENSE +	OTHER EXPENSES	= TOTAL DIRECT SALES COSTS

Your company financial records will provide most of the necessary information on ***Base Salary*** and ***Bonus or Commission***. Data on ***Auto Expenses***, ***T&E Expenses***, and ***Other Expenses*** can usually be obtained from expense account reports or from the data contained in the Metro Market Profiles in Section II of the *SMBP*. By adding these individual components, you will arrive at a figure that reflects each salesperson's ***Total Direct Sales Costs***.

Step 3: With the summary data from these two tables in hand, you can calculate an approximate ***Unweighted Cost Per Call*** figure for each salesperson by dividing ***Total Direct Sales Costs*** by the ***Actual or Estimated Calls Per Year*** figure:

SALESPERSON	TOTAL DIRECT SALES COSTS ÷	ACTUAL OR ESTIMATED CALLS PER YEAR	= UNWEIGHTED COST PER CALL

Step 4: Because of differences in geography, the number and type of accounts, and customer concentration (or dispersal), it can safely be said that no two sales territories are exactly alike. By using the following table of Territory Concentration Factors, however, you can compensate for this diversity by assigning "weights" to the average number of calls per day for the salesperson or territory in question.

STANDARD AVERAGE CALLS PER DAY	AVERAGE CALLS PER DAY FOR TERRITORY 10	9	8	7	6	5	4	3	2	1
10	1.00	1.11	1.25	1.42	1.66	2.00	2.50	3.33	5.00	10.00
9	.90	1.00	1.11	1.28	1.50	1.80	2.25	3.00	4.50	9.00
8	.80	.88	1.00	1.14	1.33	1.60	2.00	2.66	4.00	8.00
7	.70	.77	.87	1.00	1.16	1.40	1.75	2.33	3.50	7.00
6	.60	.66	.75	.85	1.00	1.20	1.50	2.00	3.00	6.00
5	.50	.55	.62	.71	.83	1.00	1.25	1.66	2.50	5.00
4	.40	.44	.50	.57	.66	.80	1.00	1.33	2.00	4.00
3	.30	.33	.37	.42	.50	.60	.75	1.00	1.50	3.00
2	.20	.22	.25	.28	.33	.40	.50	.66	1.00	2.00
1	.10	.11	.12	.14	.16	.20	.25	.33	.50	1.00

The first thing you need to do is determine the average number of calls your salespeople make each day, based on the total number of calls per day logged by your entire sales force. Once this average has been calculated, it should be charted on the ***Standard Average Calls Per Day*** axis on the left side of the table. Next, using the Territory Concentration Factor data, you "equalize" the differences in the number of ***Average Calls Per Day for Territory***, which are charted along the top of the table. This procedure is explained in greater detail in the comparison of the New Orleans and Norfolk markets that follows.

METRO	TOTAL DIRECT SALES COSTS	CALLS PER YEAR	UNWEIGHTED COST PER CALL	TERRITORY CONCENTRATION FACTOR
New Orleans	$78,000	950	$82.00	.80
Norfolk	$62,000	575	$108.00	1.33

	PER DIEM INDEX	WEIGHTED PER DIEM INDEX	SCEI COST PER CALL	WEIGHTED SCEI COST PER CALL
New Orleans	119	.84	$92.37	$100.39
Norfolk	90	1.11	$99.71	$86.67

Step 5: The table above shows how a Sales Call Efficiency Index is constructed. For the purposes of this example, let's say that by following Steps 1 through 3, you've found that the New Orleans salesperson has an Actual or Estimated ***Calls Per Year*** figure of 950 calls and ***Total Direct Sales Costs*** of $78,000. The Norfolk salesperson, on the other hand, makes 575 calls with $62,000 of direct sales costs. By dividing the total number of calls into the direct sales costs figure for each salesperson, we arrive at an ***Unweighted Cost Per Call*** for New Orleans of approximately $82.00, as opposed to $108.00 for Norfolk. At first glance, it appears that the New Orleans salesperson is managing expenses better than the person in Norfolk, since the Unweighted Cost Per Call there is some $26 lower. However, to make a fair evaluation of the performance of each salesperson, you need to recognize that Norfolk and New Orleans are two vastly different markets in terms of operating costs. To develop a Sales Call Efficiency Index that will compensate for differences in meal costs, room rates, and other expenses, you'll first need to calculate the Standard Average Calls Per Day for your sales force as a whole, and then for each of the salespeople in the two territories in question.

Assuming that your sales force averages 4 calls per day overall, you chart this figure on the Standard Average Calls Per Day axis of the Territory Concentration Factor table. With this information in hand, you then need to look at the Average Calls Per Day for Territory for both New Orleans and Norfolk. Upon determining that the New Orleans salesperson averages 5 calls per day, while the Norfolk salesperson has an average of 3, you then locate each of these figures along the top of the TCF table, moving down to match them with the number directly across from your Standard Average Calls Per Day figure (4), which shows a ***Territory Concentration Factor*** of .80 for New Orleans and 1.33 for Norfolk.

At this point, you'll need to record the ***Per Diem Index*** figure for each of these markets, and these can be found in the Metro Market Profiles in Section II. The Per Diem Index for New Orleans is 119, while Norfolk's is 90. By dividing each of these figures into 100 (the Per Diem Index for the U.S.), you then produce a ***Weighted Per Diem Index*** for each metro—.84 for New Orleans and 1.11 for Norfolk—which is then entered under the corresponding column in the table above.

Now you have all the information you need to construct an ***SCEI Cost Per Call*** for each territory, which is done by following the equation below:

$$\frac{\text{Total Direct Sales Costs} \times \text{Weighted Per Diem Index}}{\text{Calls Per Year} \times \text{Territory Concentration Factor}} = \text{SCEI COST PER CALL}$$

For New Orleans, the calculation would be:

$$\frac{\$78{,}000 \times .84 =}{950 \times .80 =} \quad \frac{\$65{,}520}{760} = \$86.21$$

And for Norfolk:

$$\frac{\$62{,}000 \times 1.11 =}{575 \times 1.33 =} \quad \frac{\$68{,}820}{764.8} = \$89.98$$

This reveals that the SCEI Cost Per Call for New Orleans is $86.21, while Norfolk's figure is $89.98. By utilizing this formula, what was originally a $26.00 difference in the Unweighted Cost Per Call has been cut to a mere $3.77.

The SCEI Cost Per Call can also be further refined by factoring in the differences in field expenses for each territory, producing what could be called a ***Weighted SCEI Cost Per Call***. By using the data from Step 2 in the SCEI process to separate your salespeople's compensation from other expenses, you find that the New Orleans salesperson had a total compensation (Base Salary plus Bonus or Commission) of $61,000 plus $17,000 in expenses, while the Norfolk salesperson had a compensation/expenses split of $49,000 and $13,000. A Weighted SCEI Cost Per Call can then be calculated by multiplying each salesperson's expenses by the Weighted Per Diem Index and adding it to their compensation, dividing the resulting total by the total of Calls Per Year x the TCF, according to the following formula:

For New Orleans, the calculation would be:

$$\frac{\$61{,}000 + (\$17{,}000 \times .84)}{950 \times .80} = \frac{\$75{,}280}{760} = \$99.05$$

For Norfolk:

$$\frac{\$49{,}000 + (\$13{,}000 \times 1.11)}{575 \times 1.33} = \frac{\$63{,}430}{764.8} = \$82.93$$

The resulting totals reveal that the average cost of a sales call in New Orleans—once more than $26.00 *lower* than that of Norfolk—is actually more than $16.00 *higher* when territory concentration and field expenses have been properly factored in. This just goes to show that before you rely on the simple answer to the question of what it costs to make a sales call, remember that the subtle differences in markets and territories can often be deceiving.

BUDGETING

How much are your salespeople spending each year? By constructing a territorial sales budget that breaks out the various components of selling, you can easily analyze individual cost factors, which may help you uncover areas where adjustments and/or cutbacks can be made. The data you'll need for each of your salespeople's territories can be gathered from company records, the Metro Market Profiles contained in Section II, and other tables from the *Budget Planner*. To lay out your worksheet, begin by following the example below, and then review each of the 16 steps that correspond to the individual lines and columns listed.

COLUMNS:

1. List the individual ***Metro Areas*** that comprise each of your territories, using the data from the Metro Market Profiles in Section II of the *Survey*.

2. Enter your annual ***Projected Sales*** for each metro.

3. For ***Lodging Costs***, estimate the total number of nights per year spent in each metro and multiply this figure by the Average Daily Lodging cost shown in each metro profile, making sure to add the appropriate lodging tax rates where applicable.

4. To estimate ***Meal Costs***, add up the number of meals for each metro and multiply by the appropriate figure shown (Breakfast, Lunch, and Dinner), and then add the corresponding meal tax rates.

5. If a car is to be rented, multiply the number of days by the average daily ***Auto-Rental*** cost shown in the table, "Daily Auto-

TODAY'S ECONOMY DEMANDS SALES CONSULTANTS.

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Rental Rates by Region and Metro" in Section III of the *Survey*.

6. Estimate any additional ***Miscellaneous Expenses***, such as taxi or limo fares, and enter them in this column.

7. Calculate ***Entertainment*** costs by adding additional meal costs, multiplied by the total number of clients or prospects entertained, as well as any other related expenses.

8. Estimate any extra ***Transportation*** costs—air, train, or bus fares—that may be incurred in trips to the home office or to sales meetings or seminars.

9. Factor in any ***Promotional*** expenditures, including advertising, sales promotions, trade show costs, meetings, etc., that are charged to the individual metros, or construct an average for each metro by dividing the total number of metros into the territory's total promotional expenditures.

10. Total the expenses from columns 3 through 9, which will give you the ***Total Metro Expenses*** for each metro listed.

LINES:

11. Total the expenses for each vertical column (2 through 10) and enter here under ***Metro Totals***.

12. Enter your ***Projected Total Territory*** *sales* on this line under column 2, and ***Projected Total Territory*** *expenses* for each of the seven categories (columns 3 through 9).

13. Calculate the ***Percent of Total*** projected sales accounted for by the territory by dividing the Projected Total Territory figures on line 12 into the Metro Totals on line 11. Enter these percentages under columns 2 through 10.

14. Add up the ***Budgeted Salaries*** (Salary plus Bonus or Commission) for all sales managers and field salespeople in the territory, and enter on line 14, column 2.

15. Enter the ***All-Metro Total*** from the Metro Totals on line 11, column 10, adjusting this figure to reflect any additional expenses—rent, utilities, or other staff expenses—charged to the sales division.

16. Add the totals for ***Budgeted Salaries*** (line 14) and the ***All-Metro Total*** (line 15), which will result in a figure that reflects a majority of your ***Actual Expenses***. With this figure in hand, you can then subtract it from the ***Projected Total Territory*** sales (line 12, column 2), which will give you the gross dollar return on sales in the territory's component metros (sales – expenses = return on sales).

This dollar figure can then be converted to a percentage and compared to your company's projected profit ratio, which tells you if your budget is on target. If it isn't, an analysis of the individual cost components should reveal areas that can be adjusted or cut back. If a territory is made up of largely non-metro areas, this will be reflected in the Percent of Total figure on line 13, and adjustments can be made accordingly.

Preparing a Sales-Costs Budget

1. METRO AREAS	2. PROJECTED SALES	3. LODGING COSTS	4. MEAL COSTS	5. AUTO RENTAL	6. MISC. EXPENSES	7. ENTERTAINMENT	8. TRANSPORTATION	9. PROMOTIONAL	10. TOTAL METRO EXPENSES
11. METRO TOTALS									
12. PROJECTED TOTAL TERRITORY									
13. PERCENT OF TOTAL	%	%	%	%	%	%	%	%	%
14. BUDGETED SALARIES									
15. ALL-METRO TOTAL									
16. ACTUAL EXPENSES									

SECTION II

METRO MARKET PROFILES

KEY TO METRO MARKET PROFILES

Each of the 100 Metro Market Profiles in the *1991 Sales Manager's Budget Planner* contains statistics for nine major categories, providing both managers and field salespeople with a concise picture of each of these major markets. The data in these profiles allow managers to be more precise in their budgetary planning, as well as in the allocation of sales force dollars for travel and entertainment. In addition, these listings provide field salespeople with statistics on selected accommodations, meeting sites, and restaurants that they can use to keep their own expenses in check.

For each category, certain criteria for inclusion in the *Budget Planner's* listings have been established, and the following definitions outline these specific guidelines. The 94 U.S. metro markets are listed alphabetically, followed by 6 major Canadian markets.

VITAL STATISTICS—Figures in this section have been selected from the most recent edition of Sales & Marketing Management's *Survey of Buying Power*, with the statistics reflecting a cut-off date of 1/1/90. **Population** figures show the total metro-area population, while **Households** shows the total number of households, regardless of the number of occupants (single- or multiple-person units). **Median Age** shows the midpoint in the range of metro-area age distribution, with half the population older, and half younger, than this figure. The current U.S. median age is 33.0 years.

Total EBI lists the Effective Buying Income for a metro, a figure roughly equivalent to disposable, or after-tax, income. The **Median Household EBI** shows Effective Buying Income on a household basis, the median being the point at which half the metro's incomes are above, and half below, the listed figure. Median household EBI for the U.S. is currently $25,976. **Total Retail Sales** reflects net sales for all establishments primarily engaged in retail trade in a given metro area, excluding those of wholesale and service establishments.

The **Buying Power Index** is a weighted indicator that combines a metro area's total population, income, and retail sales, expressing it as a percentage of total U.S. potential (100.0000). The BPI is most often used as a relative indicator, revealing how much "buying power" a metro controls (i.e., the BPI of the Los Angeles-Long Beach metro area is 3.8702, or roughly 4% of U.S. potential).

Telephone numbers and **Area Codes** for the local **Chamber of Commerce** and **Convention & Visitors Bureau** were gathered by *Sales & Marketing Management.*

MEAL & LODGING COSTS—The **Average Daily Lodging** costs shown are calculated from the individual ranges of lodging rates listed for each market (see Hotels/Motels). Average daily **Meal** costs for Breakfast **(B)**, Lunch **(L)**, and Dinner **(D)** were calculated by *Sales & Marketing Management*, based on data from the *1990 Survey of Selling Costs* and the U.S. Bureau of Labor Statistics' *December 1990 CPI Detailed Report*. A notation of **N.A.** means that rates for this market were unavailable.

PER DIEM—The Per Diem **Total** for each market reflects the total daily cost of lodging and three meals. The Per Diem **Index** shows a market's Per Diem Total expressed as a ratio of the

AKRON, OHIO

SAMPLE

VITAL STATISTICS
Population: 654,500
Households: 249,50
Median Age: 32.9
Total EBI: $8,132,308,000
Median Hshld. EBI: $25,760
Total Retail Sales: $4,188,683,000
Buying Power Index: .2491
Chamber of Commerce: 376-5550
Convention & Visitors Bureau: 376-4254
Telephone Area Code: 216

MEAL & LODGING COSTS
Avg. Daily Lodging: $84.00
Meals: B-$5.14
L-$7.42
D-$17.63
PER DIEM
Total: $114.19
Index: 78
TAX RATES
Meals: 6.0%
Lodging: 11.75%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Hilton Inn West	[illegible]	867-5000	$68-102
Hilton Quaker Square	Akron	253-5970	$70-135
Holiday Inn	Akron	666-4131	$54-75

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Quaker Square	Akron	253-5970	$70-90

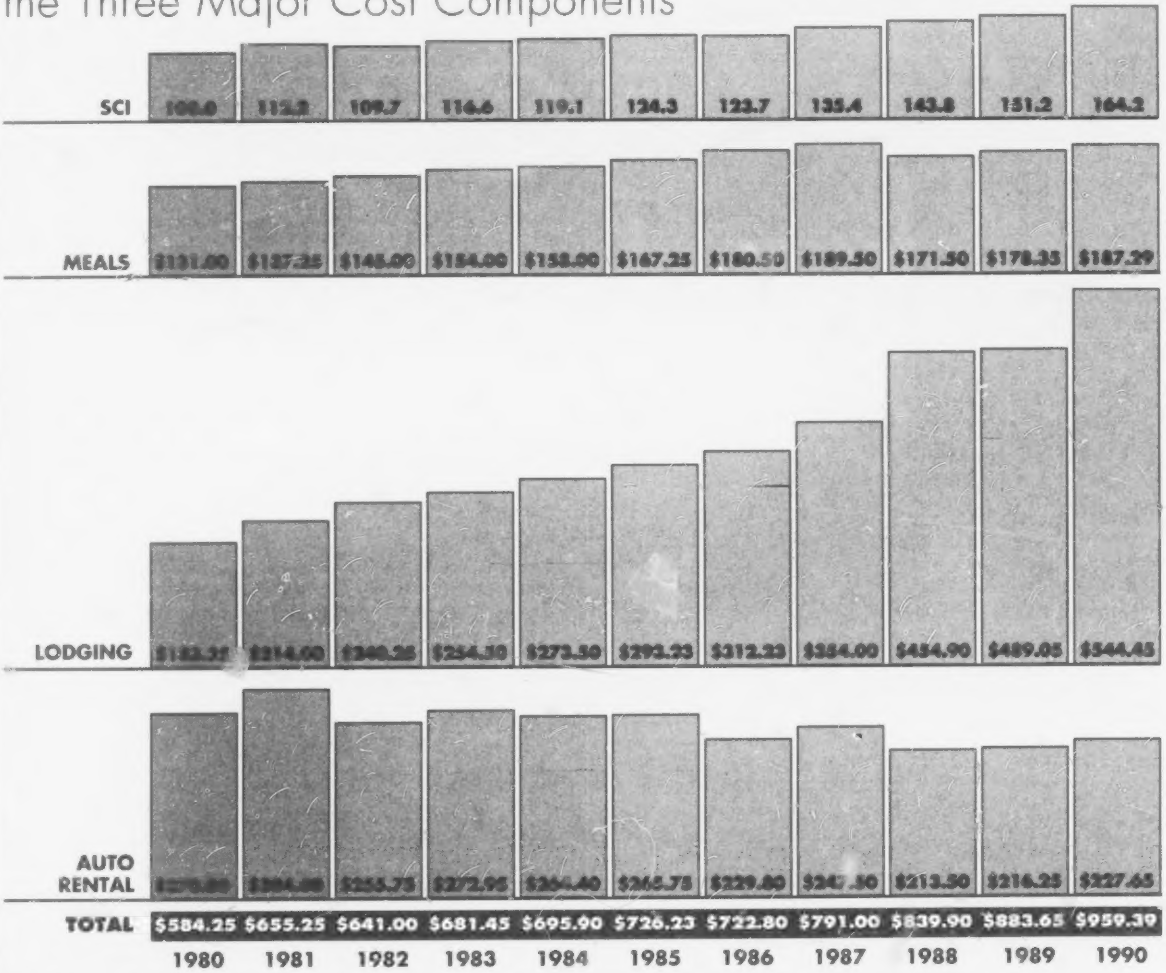
RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Maison Martel	Akron	867-4114	M
Silver Pheasant	Stow	678-2116	M
Tangier	Akron	376-7171	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 15 mi. SE
Time: 20-30 min.
Taxi: $32.00
Limo: $8.25

DAILY AUTO RENTAL
Average Rate: $55.00

The Selling Cost Index: A Look at Weekly Expenses for the Three Major Cost Components



The Selling Cost Index is calculated by multiplying the national averages for the three SCI components—**Meals, Lodging,** and **Auto Rental**—by 5 days (a typical week in the field), producing the individual weekly totals that are then added together, resulting in a combined weekly **Total** for the three basic components. For 1990, the formula would be $187.29 + $544.45 + $227.65 = **$959.39**. The **SCI** is then calculated by dividing the 1980 base year **Total** ($584.25) into the corresponding weekly **Total**, producing the index figure for each subsequent year. For 1990, the calculation of $959.39 ÷ $584.25 produces an SCI of **164.2**, indicating that weekly costs have risen by 64.2% over the course of the last decade.

SOURCE: Sales & Marketing Management; *1991 Sales Manager's Budget Planner*. © Sales & Marketing Management.

U.S. average, or 100. An Index figure of 110, for example, means that per diem costs in this market are roughly 10% higher than the national average of $146.35. A notation of **N.A.** means that rates for this market were unavailable.

TAX RATES—Taxes for **Meals** and **Lodging** are shown where applicable, with Lodging tax rates reflecting the combined rates for both local taxes and any additional surcharges for lodging. A notation of **N.A.** means that rates for this market were unavailable.

HOTELS/MOTELS—Individual locations and rates in this category have been selected from the listings of three-star (★★★) hotels and motels in the *1991 Mobil® Travel Guide*. Because most sales managers prefer that their salespeople select medium-priced accommodations when in the field (and it is felt that three-star locations best represent this standard), *S&MM* has limited its listings to those locations with this specific rating. Only those hotels and motels that carried a three-star rating in the most recent edition of the *Mobil® Travel Guide* are listed.

Note: Hotel/Motel listings carrying starred ratings are copyright 1991 by ***Mobil® Oil Corporation****, New York, N.Y. Additional information on the* Mobil® Travel Guides *can be found in the User's Guide in Section I of this publication.*

City listings reflect the mailing address for each location, even though all hotels and motels listed lie within designated metro-area boundaries. **Phone** numbers show local listings (without area code), with toll-free numbers for most major chains listed in a separate table at the beginning of this section. **Rates** shown reflect the

Selected Budget Motel Chains

CHAIN (Reservations)	NO. OF LOCATIONS	TOTAL ROOMS	INNS UNDER CONSTRUCTION	INNS PLANNED	RATES	FACILITIES & SERVICES
BUDGETEL (800-4-BUDGET) (800-428-3438)	87	8,700	6	6	Sgl.- $30.95-33.95 Dbl.- $27.95-37.95	Color TV with satellite stations; free in-room movies; free local phone calls; meeting rooms; non-smoking rooms; rooms for handicapped; kids 18 and under stay free in same room; group discounts; free continental breakfast; in-room coffee makers
DAYS INNS OF AMERICA (800-325-2525)	1,153	131,242	N.A.	1,600	Sgl.-$25-90 Dbl.-$30-110	Color TV; pool; restaurant; nearby gas/service; meeting rooms; cocktail lounge; non-smoking rooms; rooms for handicapped; senior citizen discounts; special discount clubs
ECONO LODGES OF AMERICA (800-446-6900)	649	49,184	N.A.	128	Sgl.-$30-35 Dbl.-$35-40	Color TV; meeting rooms; cocktail lounges; non-smoking rooms; rooms for handicapped; restaurant adjacent or nearby; senior citizen and group discounts; kids 18 and under stay free in same room
HAMPTON INNS (800-HAMPTON) For the hearing impaired: 800-451-HTDD	2,257	33,256	19	55	Sgl.-$38-42 Dbl.-$48-52	Color TV; hospitality suite for small business meetings; kids 18 and under stay free in same room; free local telephone calls; non-smoking rooms; free in-room movie channel; senior citizen and group discounts
LA QUINTA MOTOR INNS (800-531-5900) For the hearing impaired: 800-426-3101	212	27,000	0	11	Sgl.-$40-45 Dbl.-$46-51	Color TV with cable and satellite stations; pool; laundry service; free local phone calls; King Plus Rooms for business travelers; meeting rooms; non-smoking rooms; rooms for handicapped; free morning coffee; free *Newsweek* magazine; kids 18 and under stay free in same room; senior citizen and group discounts; fax services
MOTEL 6 (505-891-6161)	614	70,142	3	65	Sgl.-$18.95-31.95 Dbl.-$24.95-37.95	Color TV; pool; access to family restaurant; in-room movies; free local phone calls; no service charge on long-distance calls; kids 18 and under stay free in same room
RED ROOF INNS (800-THE-ROOF) (800-843-7663)	209	23,408	1	1	Sgl.-$25.95-42.95 Dbl.-$30.95-52.95	Color TV; free ESPN and in-room movies; free local calls; meeting rooms; free daily newspaper; free morning coffee; Business King Rooms for business travelers; copy and facsimile machines; non-smoking rooms; rooms for handicapped; kids 18 and under stay free in same room; special discount clubs
SUSSE CHALET MOTOR LODGE & INNS 800-258-1980 In New Hampshire: 800-572-1880	37	3,811	0	0	Sgl.-$36.70-42.70 Dbl.-$40.70-45.70	Color TV with satellite stations; pool; valet; laundry; baby-sitting service; auto emergency service; secretarial service; breakfast carts

SOURCE: *Sales & Marketing Management; 1991 Sales Manager's Budget Planner.*

approximate low-single to high-double ranges as listed in the *1991 Mobil® Travel Guide.* Because of the cut-off dates imposed by *Sales & Marketing Management* in the collection and publication of these statistics, readers are advised that while every effort has been made by *S&MM* and the *Mobil® Travel Guides* to ensure the accuracy of rate-oriented data, some changes in these figures are bound to occur. Because of this, when pricing accommodations, be sure to ask about changes, group plans, and/or corporate discounts.

Toll-Free Numbers for Major Auto Rental & Hotel/Motel Chains

AUTO RENTAL FIRMS	**TOLL-FREE RESERVATION NUMBERS**
FOR U.S. MARKETS:	
Avis	800-331-1212
Budget	800-527-0700
Hertz	800-654-3131/800-755-4400 (Okla.)
National	800-CAR-RENT
FOR CANADIAN MARKETS:	
Hertz	800-654-3001 (except B.C. and Toronto)
National	800-CAR-RENT
HOTEL/MOTEL CHAINS	
Best Western Int'l	800-528-1234/800-528-2222*
Days Inn	800-325-2525
Doubletree	800-528-0444
Embassy Suites	800-362-2779
Fairmont Hotels	800-527-4727
Four Seasons Hotels	800-332-3442
Hilton Hotels	800-HILTONS/800-368-1133*
Holiday Inn	800-HOLIDAY/800-238-5544*
Howard Johnson	800-654-2000/800-654-8442*
Hyatt	800-228-9000
Loews Hotels	800-223-0888/800-522-5455 (N.Y.)
Marriott Courtyards	800-321-2211
Marriott Hotels	800-228-9290
Marriott Residence Inns	800-331-3131
Nikko Hotels Int'l	800-222-0555
Omni Hotels	800-843-6664
Quality Inns	800-228-5151
Radisson Hotels	800-333-3333
Ramada Inns	800-2-RAMADA/800-228-3232*
Red-Lion Thunderbird	800-547-8010
Rodeway Inns Int'l	800-228-2000
Sheraton Hotels & Inns	800-325-3535
Sonesta Hotels	800-343-7170
Stouffer Hotels & Inns	800-HOTELS-1
Susse Chalet Motor Lodges & Inns	800-258-1980/800-572-1880 (N.H.)
Travelodge Int'l-Viscount	800-255-3050
Westin Hotels	800-228-3000

*For hearing impaired.

MEETING SITES/CONFERENCE CENTERS—Listings in this section have been selected from the 1991 edition of the *Successful Meetings Sourcebook*, although S&MM's *Sales Manager's Budget Planner* lists only those locations with **10 or more meeting rooms**, limiting these listings to the medium- and large-sized meeting sites and conference centers in each metro market.

Note: Selected listings of Meeting Sites/Conference Centers are copyright 1991 by ***Successful Meetings****, New York, N.Y. Additional information on the* Successful Meetings Sourcebook *can be found in the User's Guide in Section I of this publication.*

City listings reflect the mailing address for each site, even though all locations listed are within metro-area boundaries. **Phone** numbers reflect local listings (without area code), with toll-free numbers for most major chains listed in a separate table at the beginning of this section. **Group Rates** reflect low-single to high-double ranges wherever possible, and only those Group Rates listed in the 1991 edition of the *Successful Meetings Sourcebook* are shown.

RESTAURANTS—Listings are based on three- (★★★), four- (★★★★), and five-star (★★★★★) rated restaurants in the *1991 Mobil® Travel Guide. S&MM* has established these criteria to reflect the fact that most salespeople tend to choose higher-quality establishments for entertaining their clients and prospects.

Note: Restaurant listings carrying starred ratings are copyright 1991 by ***Mobil® Oil Corporation****, New York, N.Y. Additional information on the* Mobil® Travel Guides *can be found in the User's Guide in Section I of this publication.*

Again, **City** listings reflect the mailing address for each restaurant listed, and **Phone** numbers are shown without local area codes. The **Price Code** for each restaurant (**M** = Moderate, **M-E** = Moderate-Expensive, and **E** = Expensive) has been produced by *Sales & Marketing Management* and is based on dinner price ranges listed in the *1991 Mobil® Travel Guides* for each selected location. Allowances have been made for differences in geographic location and other relative costs for each market when determining price codes. For example, a moderate-priced restaurant in New York City will be more expensive than one in Tulsa.

An asterisk (*) indicates that a restaurant was the recipient of a 1990 *S&MM* Business Executives' Dining Award (BEDA), and these establishments have been listed regardless of whether they appear in, or have been rated by, the *Mobil® Travel Guides.* In cases where establishments *do not* appear in Mobil's listings, price codes are unavailable.

DAILY AUTO RENTAL—Listings in this section are based on Runzheimer International's *1991 Runzheimer Meal-Lodging Cost Index* and reflect average daily rates for the local nondiscounted cost of renting a compact car (excluding insurance, tax, and mileage restrictions, where applicable). Due to the frequent changes in such rates and the possibility of local promotions and discounts, however, these rates should only be used as a basic guideline when allocating auto-rental expenses. Additional rates were supplied by *Sales & Marketing Management.*

AIRPORT-TO-CITY TRANSPORTATION—The **Distance** shown reflects the number of miles between the airport and the main city in a given metro area (usually the first city listed in a multiple market). The **Time** is the approximate driving time between the airport and downtown. **Taxi** rates reflect an average one-way fare from the airport to downtown, and **Limo** rates cover both airport shuttle-type transportation (usually lower than taxi rates) and private limousine service (which is often higher than taxi fare). A notation of **N.A.** means that limo service is either unavailable or rates are unpublished. ►

AKRON, OHIO

VITAL STATISTICS
Population: 654,500
Households: 249,50
Median Age: 32.9
Total EBI: $8,132,308,000
Median Hshld. EBI: $25,760
Total Retail Sales: $4,188,683,000
Buying Power Index: .2491
Chamber of Commerce: 376-5550
Convention & Visitors Bureau: 376-4254
Telephone Area Code: 216

MEAL & LODGING COSTS
Avg. Daily Lodging: $84.00
Meals: B-$5.14
L-$7.42
D-$17.63

PER DIEM
Total: $114.19
Index: 78

TAX RATES
Meals: 6.0%
Lodging: 11.75%

HOTELS/MOTELS
NAME	CITY	PHONE	RATES
Hilton Inn West	Akron	867-5000	$68-102
Hilton Quaker Square	Akron	253-5970	$70-135
Holiday Inn	Akron	666-4131	$54-75

MEETING SITES/CONFERENCE CENTERS
NAME	CITY	PHONE	GROUP RATES
Hilton Quaker Square	Akron	253-5970	$70-90

RESTAURANTS
NAME	CITY	PHONE	PRICE CODE
Maison Martel	Akron	867-4114	M
Silver Pheasant	Stow	678-2116	M
Tangier	Akron	376-7171	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 15 mi. SE
Time: 20-30 min.
Taxi: $32.00
Limo: $8.25

DAILY AUTO RENTAL
Average Rate: $55.00

ALBANY-SCHENECTADY-TROY, N.Y.

VITAL STATISTICS
Population: 859,300
Households: 326,800
Median Age: 34.3
Total EBI: $12,064,387,000
Median Hshld. EBI: $27,842
Total Retail Sales: $7,037,744,000
Buying Power Index: .3748
Chamber of Commerce: 434-1214/372-5656/274-7020
Convention & Visitors Bureau: 800-258-3582/434-1217/372-5656/274-7020
Telephone Area Code: 518

MEAL & LODGING COSTS
Avg. Daily Lodging: $103.17
Meals: B-$4.56
L-$6.44
D-$17.45

PER DIEM
Total: $116.30
Index: 79

TAX RATES
Meals: 7.0%
Lodging: 10.0%

HOTELS/MOTELS
NAME	CITY	PHONE	RATES
Desmond Americana	Albany	869-8100	$109-146
Hilton Hotel	Albany	462-6611	$120-165
Holiday Inn	Schenectady	393-4141	$68-95
Holiday Inn-Turf on Wolf Rd.	Albany	458-7520	$93-113
Inn at the Century	Cohoes	785-0931	$69-79
Marriott Albany	Albany	458-8444	$140-155
Ramada Inn	Albany	489-2981	$63-79
Ramada Inn	Schenectady	370-7151	$71-97
Sheraton Airport	Albany	458-1000	$90-105

MEETING SITES/CONFERENCE CENTERS
NAME	CITY	PHONE	GROUP RATES
Marriott Albany	Albany	458-8444	$65-131
Rensselaerville Institute	Rensselaerville	797-5100	$95-120

RESTAURANTS
NAME	CITY	PHONE	PRICE CODE
Gregory House	Averill Park	674-3774	M
La Serre	Albany	463-6056	M
Stone Ends	Glenmont	465-3178	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 10 mi. NW
Time: 20 min.
Taxi: $13.00
Limo: $13.00

DAILY AUTO RENTAL
Average Rate: $51.50

ALBUQUERQUE, N.M.

VITAL STATISTICS
Population: 503,1000
Households: 194,500
Median Age: 31.1
Total EBI: $5,721,186,000
Median Hshld. EBI: $22,106
Total Retail Sales: $3,828,360,000
Buying Power Index: .1940
Chamber of Commerce: 764-3740
Convention & Visitors Bureau: 243-3696
Telephone Area Code: 505

MEAL & LODGING COSTS
Avg. Daily Lodging: $79.50
Meals: B-$6.59
L-$10.86
D-$17.28

PER DIEM
Total: $114.23
Index: 78

TAX RATES
Meals: 5.75%
Lodging: 10.75%

HOTELS/MOTELS
NAME	CITY	PHONE	RATES
Amfac Hotel	Albuquerque	843-7000	$72-89
Barcelona Court	Albuquerque	255-5566	$80-100
Best Western Rio Rancho	Rio Rancho	892-1700	$40-52
Doubletree	Albuquerque	247-3344	$55-95
Hilton Inn	Albuquerque	884-2500	$70-110
Holiday Inn-Midtown	Albuquerque	884-2511	$70-92
Holiday Inn Pyramid	Albuquerque	821-3333	$72-94
Howard Johnson Plaza	Albuquerque	821-9451	$56-66
Marriott Albuquerque	Albuquerque	881-6800	$109-124
Marriott Courtyard	Albuquerque	843-6600	$67-77
Radisson Inn Airport	Albuquerque	247-0512	$59-79
Sheraton-Old Town	Albuquerque	843-6300	$80-100

MEETING SITES/CONFERENCE CENTERS
NAME	CITY	PHONE	GROUP RATES
Amfac Hotel	Albuquerque	843-7000	$53-75
Four Seasons Inn	Albuquerque	888-3311	
Hilton Inn	Albuquerque	884-2500	$59-95
Holiday Inn Pyramid	Albuquerque	821-3333	$60-73
Marriott Albuquerque	Albuquerque	881-6800	
Ramada Hotel Classic	Albuquerque	881-0000	$60-105

RESTAURANTS
NAME	CITY	PHONE	PRICE CODE
Al Monte's	Albuquerque	243-3709	M
Imperial Wok	Albuquerque	294-1555	M
Luna Mansion	Los Lunas	865-7333	M
Monte Vista Fire Station	Albuquerque	881-6800	M
Prairie Star	Albuquerque	867-3327	M
Rancher's Club	Albuquerque	884-2500	M-E
Restaurant André	Albuquerque	268-5354	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 5 mi. SE
Time: 10-20 min.
Taxi: $10.00
Limo: $10.00

DAILY AUTO RENTAL
Average Rate: $42.50

ALLENTOWN-BETHLEHEM-EASTON, PA.

VITAL STATISTICS
Population: 684,000
Households: 265,700
Median Age: 35.9
Total EBI: $9,504,012,000
Median Hshld. EBI: $28,286
Total Retail Sales: $5,140,458,000
Buying Power Index: .2888
Chamber of Commerce: 437-9661/867-3788/253-4211
Convention & Visitors Bureau: 266-0560
Telephone Area Code: 215

MEAL & LODGING COSTS
Avg. Daily Lodging: $81.38
Meals: B-$6.58
L-$10.90
D-$27.40

PER DIEM
Total: $126.26
Index: 86

TAX RATES
Meals: 6.0%
Lodging: None

HOTELS/MOTELS
NAME	CITY	PHONE	RATES
Bethlehem Hotel	Bethlehem	867-3711	$45-78
Hilton Allentown	Allentown	433-2221	$82-107
Holiday Inn	Bethlehem	866-5800	$73-84
Sheraton Jetport	Allentown	266-1000	$85-97

MEETING SITES/CONFERENCE CENTERS
NAME	CITY	PHONE	GROUP RATES
George Washington Lodge	Allentown	433-0131	$40-60
Hilton Allentown	Allentown	433-2221	$76-104

ALLENTOWN-BETHLEHEM-EASTON, (cont.)

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Appennino	Allentown	799-2727	M
Ballietsville Inn	Ballietsville	799-2435	M-E
Blair Creek Inn	Mertztown	682-6700	M
Mandarin Tang	Easton	258-5697	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 4 mi. NE
Time: 15-20 min.
Taxi: $10.50
Limo: N.A.

DAILY AUTO RENTAL
Average Rate: $51.50

ANAHEIM-SANTA ANA, CAL.

VITAL STATISTICS
Population: 2,314,000
Households: 822,100
Median Age: 32.5
Total EBI: $39,243,128,000
Median Hshld. EBI: $37,614
Total Retail Sales: $21,124,147,000
Buying Power Index: 1.1500
Chamber of Commerce: 758-0222/ 541-5353
Convention & Visitors Bureau: 999-8999
Telephone Area Code: 714

MEAL & LODGING COSTS
Avg. Daily Lodging: $112.10
Meals: B-$6.23
L-$11.03
D-$18.10
PER DIEM
Total: $147.46
Index: 101
TAX RATES
Meals: 6.0%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Newport Mesa Inn	Costa Mesa	650-3020	$54-72
Best Western Sunset Beach Inn	Sunset Beach	840-2431	$87-119
Beverly Heritage	Costa Mesa	751-5100	$100-125
Disneyland Hotel	Anaheim	956-6400	$120-215
Doubletree Hotel	Orange	634-4500	$119-144
Embassy Suites	Anaheim	632-1221	$109-149
Embassy Suites	Buena Park	739-5600	$109-159
Embassy Suites	Irvine	553-8332	$109-149
Embassy Suites	Santa Ana	241-3800	$109-149
Hilton & Towers Irvine	Irvine	863-3111	$98-145
Hilton Hotel & Towers	Anaheim	750-4321	$120-220
Hilton Suites-Orange/ Anaheim	Orange	938-1111	$120-159
Holiday Inn-Gateway Plaza	La Mirada	739-8500	$78-94
Howard Johnson	Anaheim	776-6120	$65-93
Hyatt Regency Alicante	Garden Grove	971-3000	$79-149
Marriott Anaheim	Anaheim	750-8000	$109-189
Marriott at California State University	Fullerton	738-7800	$124-134
Marriott Courtyard	Buena Park	670-6600	$70-90
Marriott Hotel & Tennis Club	Newport Beach	640-4000	$149-169
Marriott Irvine-Airport	Irvine	553-0100	$79-160
Marriott Suites	Costa Mesa	957-1100	$119-159
Marriott Suites	Newport Beach	854-4500	$149-169
Pan Pacific	Anaheim	999-0990	$120-140
Ramada Hotel	Santa Ana	966-1955	$69-99
Red Lion Inn-Airport	Costa Mesa	540-7000	$109-165
Travelodge Hotel at the Park	Anaheim	758-0900	$72-95

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Anaheim Plaza Resort Hotel	Anaheim	772-5900	$77-107
Buena Park Hotel & Convention Center	Buena Park	995-1111	
Dana Point Resort	Dana Point	661-5000	$100-220
Disneyland Hotel	Anaheim	778-6600	$106-135
Doubletree Hotel	Orange	634-4500	$99-129
Embassy Suites	Brea	990-6000	
Emerald of Anaheim	Anaheim	999-0990	$60-98
Four Seasons Hotel	Newport Beach	759-0808	
Grand Hotel	Anaheim	772-7777	$80-100
Griswald's Hotel	Fullerton	635-9000	
Hilton Hotel & Towers	Anaheim	750-4321	
Hilton Waterfront	Huntington Beach	960-7873	$145-180
Holiday Inn-Buena Park	Buena Park	522-7000	$55
Holiday Inn-Gateway Plaza	La Mirada	739-8500	$78
Hyatt Newporter	Newport Beach	729-1234	
Hyatt Regency	Irvine	863-3111	$99-160
Hyatt Regency Alicante	Garden Grove	971-3000	$80-139
Inn at the Park	Anaheim	750-1811	
Marriott Anaheim	Anaheim	750-8000	
Marriott Hotel & Tennis Club	Newport Beach	640-4000	$95-125
Marriott Irvine-Airport	Irvine	553-0100	$65-129
Marriott Suites	Newport Beach	854-4500	$69-139
Meridien Newport Beach	Newport Beach	476-2001	
Pan Pacific	Anaheim	999-0990	$63-98
Radisson Plaza Hotel-Airport	Irvine	833-9999	$65-115
Quality Hotel & Convention Center	Anaheim	750-3131	$54-54
Ramada Inn	Anaheim	978-8088	$64-84
Red Lion Inn	Costa Mesa	540-7000	
Ritz-Carlton Laguna Niguel	Laguna Niguel	240-2000	
Sheraton Anaheim	Anaheim	778-1700	
Sheraton Newport Beach	Newport Beach	833-0570	$75-160
Westin South Coast Plaza	Costa Mesa	540-2500	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Antonello	Santa Ana	751-7153	M
The Cat and the Custard Cup	La Habra	992-6496	M
The Cellar	Fullerton	525-5682	M
*The Crab Cooker	Newport Beach	673-0100	M
Chanteclair	Irvine	752-8001	M
Mr. Stox	Anaheim	634-2994	M
Pavilion	Newport Beach	759-0808	M-E
The Ritz	Newport Beach	720-1800	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 10 mi. SE
Time: 20-30 min.
Taxi: $24.50
Limo: $10.00

DAILY AUTO RENTAL
Average Rate: $48.50

Note: An asterisk (*) indicates a 1990 *S&MM* BEDA (Business Executives' Dining Award) winner.

ATLANTA, GA.

VITAL STATISTICS
Population: 2,816,600
Households: 1,058,300
Median Age: 31.5
Total EBI: $41,303,037,000
Median Hshld. EBI: $31,184
Total Retail Sales: $23,109,814,000
Buying Power Index: 1.2562
Chamber of Commerce: 880-9000
Convention & Visitors Bureau: 521-6600
Telephone Area Code: 404

MEAL & LODGING COSTS
Avg. Daily Lodging: $123.09
Meals: B-$7.48
L-$10.72
D-$33.95
PER DIEM
Total: $175.24
Index: 120
TAX RATES
Meals: 6.0%
Lodging: 13.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Amberley Suite Hotel	Norcross	263-0515	$60-85
Colony Square	Atlanta	892-6000	$115-145
Doubletree	Atlanta	395-3900	$119-149
Embassy Suites-Perimeter Center	Atlanta	394-5454	$139
Evergreen Conference Center & Resort	Atlanta	879-9900	$90-145
French Quarter Suites	Atlanta	980-1900	$99-119
Guest Quarters-Perimeter Center	Atlanta	396-6800	$120-180
Hilton-Airport	Atlanta	767-9000	$125-150
Hilton & Towers	Atlanta	659-2000	$140-200
Hilton Northwest	Atlanta	953-9300	$78-108
Hilton at Peachtree Corners	Norcross	447-4747	$84-114
Holiday Inn-Peachtree Corners	Norcross	448-4400	$75-85
Hyatt Regency Atlanta	Atlanta	577-1234	$155-175
Hyatt Regency Ravinia	Atlanta	395-1234	$109-169
Hyatt Regency Suites-Northwest Perimeter	Atlanta	956-1234	$95-250
Lenox Inn	Atlanta	261-5500	$59-65
Marriott-Airport	College Park	766-7900	$119-145
Marriott Atlanta Northwest	Atlanta	952-7900	$109-119
Marriott Courtyard-Airport	College Park	997-2220	$72-82
Marriott Courtard-Jimmy Carter Blvd.	Norcross	242-7172	$62-72

ATLANTA (cont.)

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Marriott Courtyard-Northlake	Atlanta	938-1200	$69-79
Marriott Gwinnett Place	Duluth	923-1775	$98-118
Marriott Marquis	Atlanta	521-0000	$165-185
Marriott Suites-Atlanta Perimeter	Atlanta	668-0808	$124-139
Omni Hotel at CNN Center	Atlanta	659-0000	$155-215
Peachtree Executive Conference Center	Peachtree City	487-2000	$115-145
Ramada Renaissance	College Park	762-7676	$105-185
Sheraton Century Center	Atlanta	325-0000	$82-110
Sheraton Parkway 75	Marietta	428-4400	$65-80
Stouffer Waverly Hotel	Atlanta	953-4500	$145-185
Terrace Garden Inn	Atlanta	261-9250	$85-145
Westin Peachtree Plaza	Atlanta	659-1400	$140-205
Wyndham Midtown	Atlanta	873-4800	$120-145

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Aberdeen Woods Conference Center	Peachtree City	487-3029	$145-189
Colony Square	Atlanta	892-6000	
Embassy Suites Airport	College Park	767-1988	
Evergreeen Conference Center & Resort	Stone Mountain	879-9013	$157-198
Hilton-Airport	Hapeville	767-9000	$99-150
Hilton & Towers	Atlanta	659-2000	$165-200
Hilton Northwest	Atlanta	953-9300	$65-95
Hilton at Peachtree Corners	Norcross	447-4747	$79-109
Holiday Inn Airport North	Atlanta	762-8411	
Holiday Inn Buckhead	Atlanta	231-1234	$68-88
Hyatt Atlanta Airport	College Park	991-1234	$69-140
Hyatt Regency Atlanta	Atlanta	577-1234	$49-155
Hyatt Regency Ravinia	Atlanta	395-1234	$121-169
Lanier Plaza Hotel & Conference Center	Atlanta	873-4661	
Marriott-Airport	College Park	766-7900	
Marriott Gwinnett Place	Duluth	923-1775	$75-105
Marriott Marquis	Atlanta	521-0000	$119-175
Marriott Northwest	Atlanta	952-7900	$65-109
Marriott Perimeter Center	Atlanta	394-6500	
Marriott Suites Midtown	Atlanta	876-8888	$99-164
Nikko Hotel	Atlanta	365-8100	
Omni Hotel at CNN Center	Atlanta	659-0000	
Peachtree Executive Conference Center	Peachtree City	487-2000	$159-169
Penta Hotel	Atlanta	881-6000	$115-125
Radisson Atlanta	Atlanta	659-6500	
Radisson Inn	Dunwoody	394-5000	
Radisson Inn & Conference Center	Atlanta	351-6532	
Ramada Atlanta Airport	College Park	768-7800	$59-79
Ramada Capitol Plaza	Atlanta	688-1900	$45-75
Ramada Renaissance	College Park	762-7676	$85-115
Ritz-Carlton Atlanta	Atlanta	659-0400	$150-235
Ritz-Carlton Buckhead	Atlanta	237-2700	$145-245
Sheraton Airport Hotel	East Point	768-6660	$87-97
Sheraton Century Center	Atlanta	325-0000	$76-106
Sheraton Parkway 75	Marietta	428-4400	$78-104
Stouffer Concourse Hotel	College Park	248-3600	
Stouffer Waverly Hotel	Atlanta	953-4500	
Terrace Garden Inn	Atlanta	261-9250	$69-125
Westin Lenox	Atlanta	262-3344	
Westin Peachtree Plaza	Atlanta	659-1400	$150-215

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
*The Abbey	Atlanta	876-8831	M
*Anthony's	Atlanta	262-7379	M
*Aunt Fanny's Cabin	Smyrna	436-5218	M
*Bone's Steak & Seafood	Atlanta	237-2663	M-E
The Cafe at the Ritz-Carlton	Atlanta	659-0400	M
The Cafe at the Ritz-Carlton Buckhead	Atlanta	237-2700	M
Cappriccio Ristorante	Atlanta	237-0347	M
Carbo's Cafe	Atlanta	231-4433	M
Chops	Atlanta	262-2675	M
City Grill	Atlanta	524-2489	M
*Coach and Six	Atlanta	872-6666	M
Le Crocodile	Atlanta	266-1799	M
The Dining Room at the Ritz-Carlton Buckhead	Atlanta	237-2700	E
*Fish Market	Atlanta	262-3165	M
La Grotta	Atlanta	231-1368	M
Hedgerose Heights Inn	Atlanta	233-7673	M
HSU'S Gourmet Chinese Restaurant	Atlanta	233-3891	M
The Lark and the Dove	Atlanta	256-2922	M
The Mansion	Atlanta	876-0727	M
Nikolai's Roof	Atlanta	659-2000	E
103 West	Atlanta	233-5993	M
*Pano's and Paul's	Atlanta	261-3662	M
*Papa Pirozki's Russian Cafe	Atlanta	252-1118	M
Petite Auberge	Atlanta	634-6268	M
*Pittypat's Porch	Atlanta	425-8228	M
The Planters	Marietta	427-4646	M-E
The Restaurant	Atlanta	659-0400	M-E
La Tour	Atlanta	233-8833	M
Trotter's	Atlanta	237-5988	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 8 mi. SW
Time: 20-30 min.
Taxi: $15.00
Limo: $7.00

DAILY AUTO RENTAL

Average Rate: $53.00

Note: An asterisk (*) indicates a 1990 *S&MM* BEDA (Business Executives' Dining Award) winner.

ATLANTIC CITY, N.J.

VITAL STATISTICS

Population: 316,700
Households: 126,200
Median Age: 37.1
Total EBI: $4,342,763,000
Median Hshld. EBI: $24,228
Total Retail Sales: $3,027,926,000
Buying Power Index: .1441
Chamber of Commerce: 345-5600
Convention & Visitors Bureau: 348-7130
Telephone Area Code: 609

MEAL & LODGING COSTS

Avg. Daily Lodging:$153.36
Meals: B-N.A.
L-N.A.
D-N.A.

PER DIEM
Total: N.A.
Index: N.A.

TAX RATES
Meals: 7.0%
Lodging: 13.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Bally's Grand Hotel & Casino	Atlantic City	347-7111	$160-200
Bally's Park Place Casino	Atlantic City	340-2000	$135-225
Beach Club Hotel	Ocean City	399-8555	$115-180
Caesars Atlantic City	Atlantic City	348-4411	$140-175
Flanders Hotel	Ocean City	399-1000	$74-150
Harrah's Marina Hotel/Casino	Atlantic City	441-5000	$120-155
Merv Griffin's Resort Casino Hotel	Atlantic City	344-6000	$95-200
Port-O-Call	Ocean City	399-8812	$156-189
Showboat Hotel & Casino	Atlantic City	343-4000	$125-180
Tropworld Casino	Atlantic City	441-2000	$115-175
Trump Castle Resort by the Bay Casino	Atlantic City	441-2000	$115-195

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Bally's Grand Hotel & Casino	Atlantic City	347-7111	
Bally's Park Place Casino	Atlantic City	340-2150	
Caesars Atlantic City	Atlantic City	348-4411	$65-100
Claridge Casino & Hotel	Atlantic City	340-3400	$88-130
Harrah's Marina Hotel/Casino	Atlantic City	441-5000	
Marriott Seaview Resort	Absecon	652-1800	
Merv Griffin's Resort Casino Hotel	Atlantic City	344-6000	$60-89
Sands Hotel Casino	Atlantic City	441-4150	$50-160
Showboat Hotel & Casino	Atlantic City	343-4000	
Tropworld Casino	Atlantic City	340-4398	$65-150
Trump Castle Resort by the Bay Casino	Atlantic City	441-8600	
Trump Plaza Hotel & Casino	Atlantic City	441-6760	
Trump Taj Mahal	Atlantic City	449-1000	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Ivana's	Atlantic City	441-6000	M
Johan's Zelande	Atlantic City	347-4774	E
Le Palais	Atlantic City	344-6000	M-E
Ram's Head Inn	Absecon	652-1700	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 13 mi. NW
Time: 20 min.
Taxi: $25.00
Limo: $7.00

DAILY AUTO RENTAL

Average Rate: $41.25

AUSTIN, TEXAS

VITAL STATISTICS

Population: 750,300
Households: 291,000
Median Age: 29.5
Total EBI: $9,797,231,000
Median Hshld. EBI: $24,569
Total Retail Sales: $5,978,684,000
Buying Power Index: .3131
Chamber of Commerce: 478-9383
Convention & Visitors Bureau: 478-0098
Telephone Area Code: 512

MEAL & LODGING COSTS

Avg. Daily Lodging: $97.00
Meals: B-$7.98
L-$9.52
D-$17.35

PER DIEM
Total: $131.85
Index: 90

TAX RATES
Meals: 6.0%
Lodging: 13.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Doubletree	Austin	454-3737	$62-115
Driskill Hotel	Austin	474-5911	$69-104
Embassy Suites	Austin	469-9000	$92-102
Guest Quarters	Austin	478-7000	$84-130
Howard Johnson-Plaza Hotel North	Austin	836-8520	$46-75
Hyatt Regency	Austin	477-1234	$99-140
Marriott at the Capitol	Austin	478-1111	$85-135
Radisson Plaza	Austin	476-3700	$90-130
Wyndham Southpark	Austin	448-2222	$89-99

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Barton Creek Conference Resort	Austin	329-4000	
Driskill Hotel	Austin	474-5911	$65-85
Four Seasons Hotel	Austin	478-4500	
Hyatt Regency Austin	Austin	477-1234	
Lakeway Resort & Conference Center	Austin	261-6600	$85-135
Marriott at the Capitol	Austin	478-1111	$75-110
Radisson Plaza	Austin	476-3700	
Stouffer Austin Hotel	Austin	343-2626	
Wyndham Southpark	Austin	448-2222	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Austin's Courtyard	Austin	476-7095	M
Foothills of Austin	Austin	477-1234	M
Hudson's on the Bend	Austin	266-1369	M
Riverside Cafe	Austin	478-4500	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 4 mi. NE
Time: 8-9 min
Taxi: $6.50
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: $43.00

BALTIMORE, MD.

VITAL STATISTICS

Population: 2,383,100
Households: 874,700
Median Age: 33.4
Total EBI: $34,505,342,000
Median Hshld. EBI: $32,347
Total Retail Sales: $16,905,854,000
Buying Power Index: 1.0102
Chamber of Commerce: 825-6200
Convention & Visitors Bureau: 800-343-3468/659-7300
Telephone Area Code: 301

MEAL & LODGING COSTS

Avg. Daily Lodging: $135.00
Meals: B-$7.58
L-$10.32
D-$23.06

PER DIEM
Total: $175.96
Index: 120

TAX RATES
Meals: 5.0%
Lodging: 12.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Brookshire	Baltimore	625-1300	$139-199
Clarion Inn-Harrison's Pier 5	Baltimore	783-5553	$132-185
Cross Keys Inn	Baltimore	532-6900	$95-115
Embassy Suites	Hunt Valley	584-1400	$124-139
Guest Quarters-Airport	Linthicum	850-0747	$130-180
Holiday Inn	Annapolis	224-3150	$63-105
Holiday Inn-Timonium Plaza	Timonium	252-7373	$74-135
Hyatt Regency	Baltimore	528-1234	$125-200
Loews Annapolis	Annapolis	263-0084	$95-135
Marriott Courtyard	Annapolis	266-1555	$68-78
Marriott Hunt Valley Inn	Hunt Valley	785-7000	$102-112
Marriott Inner Harbor	Baltimore	962-0202	$175-195
Omni Inner Harbor	Baltimore	752-1100	$119-176
Peabody Court	Baltimore	727-7101	$120-180
Ramada Inn	Annapolis	266-3131	$79-109
Sheraton at BWI Airport	Baltimore	859-3300	$89-149
Sheraton Inner Harbor	Baltimore	962-8300	$119-230
Stouffer Harborplace	Baltimore	547-1200	$165-215
Tremont Baltimore	Baltimore	576-1200	$105-155
Tremont Plaza	Baltimore	727-2222	$125-165

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Columbia Inn	Columbia	730-3900	$48-125
Embassy Suites	Hunt Valley	584-1400	$84-104
Guest Quarters-Airport	Linthicum	850-0747	$99-145
Harbor Court	Baltimore	234-0550	
Holiday Inn-Inner Harbor	Baltimore	685-3500	$65-109
Hyatt Regency	Baltimore	528-1234	$145-225
Marriott Hotel-BWI Airport	Linthicum	859-8300	$73-145
Marriott Hunt Valley Inn	Hunt Valley	785-7000	
Marriott Inner Harbor	Baltimore	962-0202	
Omni Inner Harbor	Baltimore	752-1100	$99-145
Radisson Plaza Lord Baltimore Hotel	Baltimore	539-8400	$79-135
Ramada Hotel Baltimore	Baltimore	265-1100	$45-77
Sheraton Inner Harbor	Baltimore	962-8300	$99-159
Sheraton Towson	Towson	321-7400	$79-115
Stouffer Harborplace Hotel	Baltimore	547-1200	
Tremont Plaza	Baltimore	727-2222	$75-115

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Brass Elephant	Baltimore	547-8480	M
Carrol's Creek	Annapolis	263-8102	M
Cafe des Artistes	Baltimore	664-2200	M
Conrad's	Severna Park	544-3328	M
Conservatory	Baltimore	727-7101	M-E
Danny's	Baltimore	539-1393	M
Dominique's	Baltimore	528-0200	M
Hampton's	Baltimore	234-0550	E
*Haussner's	Baltimore	327-8365	M
Jeannier's	Baltimore	889-3303	M
John Eager Howard Room	Baltimore	547-8220	M
Penwick House	Dunkirk	855-5388	M
*Phillips Crab House	Baltimore	289-6821	M
La Provence	Baltimore	837-6600	M
Rustic Inn	Annapolis	263-2626	M
Treaty of Paris	Annapolis	263-2641	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 10 mi. S
Time: 15-25 min.
Taxi: $13.00
Limo: $5.00

DAILY AUTO RENTAL

Average Rate: $42.75

Note: An asterisk (*) indicates a 1990 *S&MM* BEDA (Business Executives' Dining Award) winner.

BIRMINGHAM, ALA.

VITAL STATISTICS

Population: 938,100
Households: 360,700
Median Age: 33.3
Total EBI: $10,314,251,000
Median Hshld. EBI: $21,419
Total Retail Sales: $6,567,332,000
Buying Power Index: .3465
Chamber of Commerce: 323-5461
Convention & Visitors Bureau: 252-9825
Telephone Area Code: 205

MEAL & LODGING COSTS

Avg. Daily Lodging: $74.00
Meals: B-$6.27
L-$7.93
D-$18.66

PER DIEM
Total: $106.86
Index: 73

TAX RATES
Meals: 7.0%
Lodging: 7.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Embassy Suites	Birmingham	879-7400	$81-89
Holiday Inn-Airport	Birmingham	591-6900	$57-66
Marriott Courtyard	Homewood	879-0400	$66-76
Mountain Brook Inn	Mountain Brook	870-3100	$65-75
Pickwick Hotel	Birmingham	933-9555	$99
Ramada Inn-Airport	Birmingham	591-7900	$53-65
Rime Garden Inn (Suites)	Birmingham	951-1200	$70-120
Sheraton Perimeter Park South	Birmingham	967-2700	$69-87
UAB University Inn	Birmingham	933-7700	$45-50

BIRMINGHAM (cont.)

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Radisson Hotel Medical Center	Birmingham	933-9000	
Ramada Hotel-Civic Center Plaza	Birmingham	322-1234	
Wynfrey Hotel at Riverchase	Birmingham	987-1600	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Christian's	Birmingham	871-3222	M
Highlands	Birmingham	939-1400	M
The Pillars	Birmingham	933-9311	M
Tutwiler	Birmingham	322-2100	M
Winston's	Birmingham	988-5665	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. NE
Time: 15 min.
Taxi: $8.50
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: $57.00

BOISE, IDAHO

VITAL STATISTICS

Population: 206,600
Households: 78,800
Median Age: 30.8
Total EBI: $2,657,339,000
Median Hshld. EBI: $25,806
Total Retail Sales: $1,363,083,000
Buying Power Index: .0808
Chamber of Commerce: 344-5515
Convention & Visitors Bureau: 800-635-5240/344-7777
Telephone Area Code: 208

MEAL & LODGING COSTS

Avg. Daily Lodging: $79.10
Meals: B-N.A.
L-N.A.
D-N.A.

PER DIEM

Total: N.A.
Index: N.A.

TAX RATES

Meals: 5.0%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Holiday Inn	Boise	344-8365	$63-79
Owyhee Plaza Hotel	Boise	343-4611	$44-74
Plaza Suites-Heritage	Boise	375-7666	$43-159
Red Lion-Downtowner	Boise	344-7691	$62-87
Red Lion-Riverside	Boise	343-1871	$80-100

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Red Lion-Downtowner	Boise	344-7691	
Red Lion-Riverside	Boise	343-1871	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Gamekeeper	Boise	343-4611	M
Rick's Cafe Americain	Boise	342-4222	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 3.5 mi. S
Time: 10-15 min.
Taxi: $8.00
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: $41.25

**None of the restaurants in this metro area meet the established criteria for inclusion in the *SMBP's* listings. Therefore, a sampling of local restaurants has been selected independently.

BOSTON-LAWRENCE-SALEM-LOWELL-BROCKTON, MASS.

VITAL STATISTICS

Population: 3,736,400
Households: 1,413,900
Median Age: 33.9
Total EBI: $66,398,906,000
Median Hshld. EBI: $35,430
Total Retail Sales: $32,596,223,000
Buying Power Index: 1.8768
Chamber of Commerce: 227-4500
Convention & Visitors Bureau: 536-4100
Telephone Area Code: 617; 508 (Chelmford/Danvers/Framingham/Salem/Tyngsboro/Westford)

MEAL & LODGING COSTS

Avg. Daily Lodging: $163.88
Meals: B-$6.21
L-$10.95
D-$25.86

PER DIEM

Total: $206.90
Index: 141

TAX RATES

Meals: 5.0%
Lodging: 9.7%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Boston Park Plaza Hotel & Towers	Boston	426-2000	$110-185
Boston Vista Waltham	Waltham	290-5600	$155-165
Charles at Harvard Square	Cambridge	864-1200	$201-245
Copley Plaza	Boston	267-5300	$190-260
Guest Quarters Suites	Boston	783-0090	$169-229
Guest Quarters Suites	Waltham	890-6767	$154-164
Hilton-Back Bay	Boston	236-1100	$165-215
Hilton-Logan Airport	Boston	569-9300	$140-180
Hilton-Lowell	Lowell	452-1200	$84
Hyatt Regency	Cambridge	492-1234	$129-210
Lenox Hotel	Boston	536-5300	$110-215
Marriott Cambridge	Cambridge	494-6600	$165-205
Marriott Copley Place	Boston	236-5800	$190-205
Marriott Long Wharf	Boston	227-0800	$190-335
Marriott Newton	Newton	969-1000	$145-165
Radisson Heritage Hotel	Chelmford	256-0800	$81-106
Royal Sonesta	Cambridge	491-3600	$145-210
Sheraton Commander	Cambridge	547-4800	$139-195
Sheraton Hotel & Towers	Boston	236-2000	$180-250
Sheraton Tara	Braintree	848-0600	$99-165
Sheraton Tara	Framingham	879-7200	$85-123
Sheraton Tara	Newton	969-3010	$85-155
Stonehedge Inn	Tyngsboro	649-4342	$120-165
Westford Regency	Westford	692-8200	$98-106

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Boston Park Plaza Hotel & Towers	Boston	426-2000	$95-160
Charles at Harvard Square	Cambridge	864-1200	$115-249
Copley Plaza	Boston	267-5300	$99-220
Factory Mutual Conference Center & Inn	Norwood	762-4300	$49-95
Fifty-Seven Park Plaza Hotel	Boston	482-1800	$90-105
Guest Quarters Suites	Boston	783-0090	$99-170
Hilton-Back Bay	Boston	236-1100	$89-195
Hilton-Logan Airport	Boston	569-9300	$135-185
Hilton-Lowell	Lowell	452-1200	$55-109
Hilton & Resort Colonial	Wakefield	245-9300	$65-125
Hilton at Dedham Place	Dedham	392-7900	$85-125
Hyatt Regency	Cambridge	492-1234	
Lafayette Hotel	Boston	451-2600	$130-180
Lenox Hotel	Boston	536-5300	$85-145
Marriott Burlington	Burlington	229-6565	
Marriott Cambridge	Cambridge	494-6600	
Marriott Copley Place	Boston	236-5800	$85-185
Marriott Long Wharf	Boston	227-0800	$130-220
Meriden Hotel	Boston	451-1900	$109-250
Omni Parker House	Boston	227-8600	$100-160
Ritz-Carlton	Boston	536-5700	$125-225
Sheraton Hotel & Towers	Boston	236-2000	$165-235
Sheraton Needham	Needham	444-1110	$80-130
Sheraton Tara	Braintree	848-0600	$98-113
Sheraton Tara Hotel & Resort	Danvers	777-2500	$85-100
Sonesta Royal Hotel	Cambridge	491-3600	
Stouffer Bedford Glen Hotel	Boston	275-5500	$79-140
Tufts University Conference Bureau	Medford	381-3568	$68-78
Vista International	Waltham	890-9455	$85-175
Westin Copley Place	Boston	262-9600	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
*Anthony's Pier 4	Boston	423-6363	M
Aujourd'Hui	Boston	338-4400	M-E
Bay Tower Room	Boston	723-1666	M-E
Cafe Budapest	Boston	266-1979	M-E
The Dining Room	Boston	536-5700	E
*Durgin-Park	Boston	227-2038	M
L'Espalier	Boston	262-3023	E
Grill 23 & Bar	Boston	542-2255	M
Hammersley's Bistro	Boston	267-6068	M
*Jimmy's Harborside	Boston	423-1000	M-E
Julien	Boston	451-1900	M-E
*Legal Seafoods	Boston	783-8084	M
*Locke-Ober Café	Boston	542-1340	M-E
Lyceum	Salem	745-7665	M
Maison Robert	Boston	227-3370	M
Michela's	Cambridge	225-2121	M
Morton's of Chicago	Boston	266-58581	M
*No Name	Boston	338-7539	M
Pillar House	Newton	969-6500	M
Plaza Dining Room	Boston	267-5300	M-E
Restaurant Suntory	Boston	338-2111	M
Rowes Wharf	Boston	439-7000	M-E
Seasons	Boston	523-4119	M-E
729 Main	Cambridge	876-8444	M

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Ten Huntington Bar & Grill	Boston	424-7429	M
*Union Oyster House	Boston	227-2750	M
White Rainbow	Gloucester	281-0017	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 3 mi. NE
Time: 15-25 min.
Taxi: $10.00
Limo: $7.00

DAILY AUTO RENTAL

Average Rate: $42.50

Note: An asterisk (*) indicates a 1990 *S&MM* BEDA (Business Executives' Dining Award) winner.

BRIDGEPORT-STAMFORD-NORWALK-DANBURY, CONN.

VITAL STATISTICS

Population: 825,200
Households: 299,000
Median Age: 36.3
Total EBI: $17,608,066,000
Median Hshld. EBI: $42,568
Total Retail Sales: $8,405,8366,000
Buying Power Index: .4802
Chamber of Commerce: 335-3800/359-3220/866-2521/743-5565
Convention & Visitors Bureau: 576-8491/977-4182/854-7825/743-0546
Telephone Area Code: 203

MEAL & LODGING COSTS

Avg. Daily Lodging: $132.67
Meals: B-$5.50
L-$11.06
D-$19.05

PER DIEM
Total: $168.28
Index: 115

TAX RATES
Meals: 8.0%
Lodging: 8.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Holiday Inn Crowne Plaza	Stamford	358-8400	$104-145
Hyatt Regency Greenwich	Old Greenwich	637-1234	$135-190
Marriott Stamford	Stamford	357-9555	$119-139
Mariott Trumbull	Trumbull	378-1400	$123-169
Radisson Tara Stamford	Stamford	359-1300	$89-129
Sheraton Hotel & Towers	Stamford	967-2222	$85-165

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Center for Financial Studies	Fairfield	259-5000	
Hilton & Towers	Danbury	794-0600	$71-149
Holiday Inn Crowne Plaza	Stamford	358-8400	$69-125
Hyatt Regency Greenwich	Greenwich	637-1234	$99-174
Marriott Stamford	Stamford	357-9555	$69-125
Marriott Trumbull	Trumbull	378-1400	
Raddisson Tara Stamford	Stamford	359-1300	
Sheraton Hotel & Towers	Stamford	967-2222	$75-145

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Bertrand	Greenwich	661-4459	M-E
Le Carrousel	Stamford	357-9555	M
La Grange	Greenwich	869-7500	M-E
Jean-Louis	Greenwich	622-8450	M-E
Magnificent J's	Stamford	967-2222	M
Tapestries	Greenwich	629-9204	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 9 mi. S
Time: 12-15 min.
Taxi: $10.00
Limo: $10.00

DAILY AUTO RENTAL

Average Rate: $43.72

BUFFALO, N.Y.

VITAL STATISTICS

Population: 968,200
Households: 362,300
Median Age: 35.0
Total EBI: $12,316,950,000
Median Hshld. EBI: $26,156
Total Retail Sales: $6,463,339,000
Buying Power Index: .3774
Chamber of Commerce: 852-7100
Convention & Visitors Bureau: 852-7100
Telephone Area Code: 716

MEAL & LODGING COSTS

Avg. Daily Lodging: $116.83
Meals: B-$9.04
L-$12.41
D-$21.96

PER DIEM
Total: $160.24
Index: 109

TAX RATES
Meals: 8.0%
Lodging: 13.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Hilton Buffalo	Buffalo	845-5100	$85-135
Hyatt Regency Buffalo	Buffalo	856-1234	$120-130
Marriott Buffalo	Amherst	689-6900	$122-132
Ramada Inn-Airport	Buffalo	634-2700	$71-111
Ramada Renaissance-Airport	Cheektowaga	634-2300	$119-149
Sheraton Airport	Cheektowaga	681-2400	$93-135

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Buffalo	Buffalo	845-5100	
Hyatt Regency Buffalo	Buffalo	856-1234	$99-145
Marriott Buffalo	Amherst	689-6900	$55-102
Ramada Renaissance-Airport	Buffalo	634-2300	
Sheraton Airport	Cheektowaga	681-2400	$79-94

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Asa Ransom House	Clarence	759-2315	M
Coachman's Inn	Clarence	759-6852	M
Daffodil's	Buffalo	688-5413	M
Rue Franklin West	Buffalo	852-4416	M
Salvatore's Italian Gardens	Buffalo	683-7990	M
Scott's	Amherst	634-8888	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 8 mi. NE
Time: 15-20 min.
Taxi: $14.00
Limo: $5.00

DAILY AUTO RENTAL

Average Rate: $44.00

BURLINGTON, VT.

VITAL STATISTICS

Population: 136,600
Households: 50,800
Median Age: 29.8
Total EBI: $1,944,335,000
Median Hshld. EBI: $29,307
Total Retail Sales: $1,256,207,000
Buying Power Index: .0625
Chamber of Commerce: 863-3489
Convention & Visitors Bureau: 863-3489
Telephone Area Code: 802

MEAL & LODGING COSTS

Avg. Daily Lodging: $96.50
Meals: B-N.A.
L-N.A.
D-N.A.

PER DIEM
Total: N.A.
Index: N.A.

TAX RATES
Meals: 4.0%
Lodging: 9.04%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Holiday Inn	South Burlington	863-6363	$87-104
Howard Johnson	South Burlington	865-2174	$70-83
Radisson Hotel	Burlington	658-6500	$89-130
Sheraton Hotel & Conference Center	South Burlington	862-6576	$85-124

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Radisson Hotel	Burlington	658-6500	$70-105

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Deja Vu Cafe	Burlington	864-7917	M
Ice House	Burlington	864-1800	M
Pauline's	Burlington	862-1081	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 3 mi. E
Time: 10 min.
Taxi: $6.50
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: $45.00

CHARLESTON, S.C.

VITAL STATISTICS

Population: 514,200
Households: 178,300
Median Age: 28.8
Total EBI: $5,228,507,000
Median Hshld. EBI: $21,872
Total Retail Sales: $3,302,561,000
Buying Power Index: .1782
Chamber of Commerce: 577-2510
Convention & Visitors Bureau: 577-2510
Telephone Area Code: 803

MEAL & LODGING COSTS

Avg. Daily Lodging: $119.13
Meals: B-$4.11
L-$11.55
D-$22.65

PER DIEM
Total: $157.44
Index: 108

TAX RATES
Meals: 5.0%
Lodging: 7.0%

CHARLESTON (cont.)

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Marriott Charleston	Charleston	747-1900	$105-120
Indigo Inn	Charleston	577-5900	$85-110
John Rutledge House	Charleston	723-7999	$110-170
Kings Courtyard Inn	Charleston	723-7000	$115-130
Lodge Alley Inn	Charleston	722-1611	$118-160
Maison Du Pre Inn	Charleston	723-8691	$135-145
Planters Inn	Charleston	722-2345	$79-109
Vendue Inn	Charleston	577-7970	$90-125

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Kiawah Island Resort Inn & Villas	Kiawah Island	768-2121	$65-395
Marriott Charleston	North Charleston	747-1900	$85-110
Omni at Charleston Place	Charleston	722-4900	$99-170
Seabrook Island Conference Resort	Seabrook Island	768-1000	
Sheraton Charleston	Charleston	723-3000	$49-110
Wild Dunes Resort & Conference Center	Isle of Palms	886-6000	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Barbadoes Room	Charleston	577-2400	M
Chouinard's	Charleston	723-0485	M
Fish Market	Charleston	723-1600	M
Louis' Charleston Grill	Charleston	577-4522	M
Le Midi	Charleston	577-5571	M
Million	Charleston	577-7472	M-E
Pierre's	Charleston	723-1700	M
Robert's	Charleston	577-7565	E
Supper at Seven	Mount Pleasant	884-7009	M
The Village Cafe	Mount Pleasant	884-8095	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 12 mi. NW
Time: 20-25 min
Taxi: $15.00
Limo: $7.00

DAILY AUTO RENTAL

Average Rate: $33.40

CHARLOTTE-GASTONIA-ROCK HILL, N.C.-S.C.

VITAL STATISTICS

Population: 1,127,900
Households: 430,600
Median Age: 32.8
Total EBI: $14,395,281,000
Median Hshld. EBI: $25,920
Total Retail Sales: $8,435,589,000
Buying Power Index: 4560
Chamber of Commerce: 377-6911/864-2621
Convention & Visitors Bureau: 800-231-4636/334-2282
Telephone Area Code: 704

MEAL & LODGING COSTS

Avg. Daily Lodging: $108.27
Meals: B-$8.11
L-$11.23
D-$22.76

PER DIEM

Total: $150.37
Index: 103

TAX RATES

Meals: 5.0%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Adam's Mark Hotel	Charlotte	372-4100	$85-120
Embassy Suites	Charlotte	527-8400	$109-124
Guest Quarters	Charlotte	364-2400	$125-245
Hilton at University Place	Charlotte	547-7444	$98-108
Holiday Inn-Woodlawn	Charlotte	525-8350	$57-85
Marriott-Center City	Charlotte	333-9000	$103-118
Marriott-Executive Park	Charlotte	527-9650	$119-124
Marriott Courtyard	Charlotte	527-5055	$70-80
Registry Hotel	Charlotte	525-4441	$95-105
Royce Hotel	Charlotte	527-8000	$99-109
Sheraton Airport Plaza	Charlotte	392-1200	$89-115

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Adam's Mark Hotel	Charlotte	372-4100	
Hilton at University Place	Charlotte	547-7444	$82-104
Holiday Inn-Woodlawn	Charlotte	525-8350	$55-80
Marriott-City Center	Charlotte	333-9000	$79-109
Marriott-Executive Park	Charlotte	527-9650	
Radisson Plaza	Charlotte	377-0400	$68-97
Sheraton Airport Plaza	Charlotte	392-1200	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Epicurean	Charlotte	377-4529	M
Lamp Lighter	Charlotte	372-5343	M
Morrocrofts	Charlotte	364-8220	M
Townhouse	Charlotte	335-1546	M
La Tâche	Charlotte	527-3888	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 8 mi. W
Time: 10-20 min.
Taxi: $11.00
Limo: $4.00

DAILY AUTO RENTAL

Average Rate: $52.00

CHICAGO, ILL.

VITAL STATISTICS

Population: 6,214,400
Households: 2,323,300
Median Age: 33.2
Total EBI: $93,447,201,000
Median Hshld. EBI: $30,967
Total Retail Sales: $45,021,951,000
Buying Power Index: 2.7031
Chamber of Commerce: 580-6900
Convention & Visitors Bureau: 567-8500
Telephone Area Code: 312 (Chicago); 708 (Arlington Heights/Bloomingdale/Buffalo Grove/Chicago Heights/Des Plaines/Downers Grove/Evanston/Harvey/Homewood/Itasca/Lincolnwood/Lisle/Lombard/Matteson/Naperville/Northbrook/Oak Brook/Oak Lawn/Oak Park/Park Ridge/Rolling Meadows/Rosemont/Schamburg/Schiller Park/Skokie/Westmont/Wheeling/Willowbrook)

MEAL & LODGING COSTS

Avg. Daily Lodging: $143.41
Meals: B-$7.47
L-$9.75
D-$26.33

PER DIEM

Total: $186.96
Index: 128

TAX RATES

Meals: 8.0%
Lodging: 12.4%

HOTELS/MOTELS

NAME	CITY	PHONE	GROUP RATES
Cresthill by Hilton	Buffalo Grove	215-8883	$79-89
Embassy Suites	Lombard	969-7500	$125-140
Embassy Suites-O'Hare Airport	Rosemont	699-6300	$155-185
Forum Hotel	Chicago	944-0055	$99-145
Hilton Inn-Lisle	Lisle	505-0900	$90-110
Hilton Inn-Oak Lawn	Oak Lawn	425-7800	$79-99
Hilton & Towers	Arlington Heights	394-2000	$105-145
Holiday Inn	Oak Lawn	371-7300	$62-89
Holiday Inn-Oak Lawn	Oak Lawn	425-7900	$85-110
Holiday Inn Crowne Plaza	Lisle	505-1000	$100-125
Holiday Plaza Complex	Matteson	747-3500	$65-89
Hyatt Lisle Hotel	Lisle	852-1234	$115-130
Hyatt Regency Chicago	Chicago	565-1234	$201-240
Hyatt Regency O'Hare	Rosemont	696-1234	$139-179
Hyatt Regency Woodfield	Schamburg	605-1234	$130-160
Marriott Chicago	Chicago	836-0100	$199-239
Marriott Courtyard	Arlington Heights	437-3344	$59-89
Marriott Courtyard	Des Plaines	824-7000	$82-92
Marriott O'Hare	Rosemont	693-4444	$139-179
Marriott Schaumburg	Schaumburg	240-0100	$135-160
Marriott Suites	Downers Grove	852-1500	$105-130
Marriott Suites	Rosemont	696-4400	$160-170
Mayfair Regent	Chicago	787-8500	$200-250
Omni Ambassador-East	Chicago	787-7200	$185-250
Omni Orrington	Evanston	866-8700	$80-165
Palmer House	Chicago	726-7500	$109-204
Park Hyatt on Water Tower Square	Chicago	280-2222	$250-315
Radisson Suite Hotel	Downers Grove	971-2000	$115-130
Ramada Hotel O'Hare	Rosemont	827-5131	$88-124
Sofitel O'Hare	Rosemont	678-4488	$145-175
Swissôtel Chicago	Chicago	565-0565	$185-250
Westin O'Hare	Rosemont	698-6000	$155-185
Whitehall	Chicago	944-6300	$170-225
Wyndham Gardens	Naperville	355-3353	$85-110

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Allerton Hotel	Chicago	440-1500	$70-110
AT&T Hickory Ridge Conference Center	Lisle	971-5000	$155-175
Bismarck Hotel	Chicago	236-0123	$55-95
Blackstone Hotel	Chicago	427-4300	$99-149
Congress Hotel of Chicago	Chicago	427-3800	$60-115
Drake Chicago Hotel	Chicago	787-2200	$160-215
Drake Oak Brook Hotel	Oak Brook	574-5700	$65-102
Embassy Suites-O'Hare Airport	Rosemont	699-6300	$132-152

CHICAGO (cont.)

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Executive House Hotel	Chicago	346-7100	$100-175
Fairmont Hotel	Chicago	565-8000	
Forum Hotel	Chicago	944-0055	$99-145
Hilton Inn-Lisle	Lisle	505-0900	$65-91
Hilton Inn-Oak lawn	Oak Lawn	425-7800	$91-104
Hilton-Inn O'Hare Airport	Rosemont	686-8000	
Hilton & Towers	Arlington Heights	394-2000	$69-115
Hilton & Towers	Chicago	922-4400	$155-230
Hilton & Towers North Shore	Skokie	679-7000	$69-118
Holiday Inn-City Center	Chicago	787-6100	
Holiday Inn-Expo Center	Harvey	596-1500	$60-100
Holiday Inn-Mart Plaza	Chicago	836-5000	$95-120
Holiday Inn-O'Hare Airport	Rosemont	671-6350	$97-125
Holiday Inn-Rolling Meadows	Rolling Meadows	259-5000	
Holiday Inn-Willowbrook	Willowbrook	325-6400	$71-91
Holiday Inn Crowne Plaza	Lisle	505-1000	$59-121
Holiday Inn Crowne Plaza	Northbrook	480-7500	$75-115
Holiday Plaza Complex	Matteson	747-3500	$76-83
Howard Johnson O'Hare Hotel & Conference Center-Airport	Schiller Park	671-6000	$50-80
Hyatt Lincolnwood	Lincolnwood	677-1234	$79-99
Hyatt Lisle Hotel	Lisle	852-1234	
Hyatt Regency Chicago	Chicago	565-1234	
Hyatt Regency O'Hare	Rosemont	696-1234	
Hyatt Regency Oak Brook	Oak Brook	573-1234	$140-160
Hyatt Regency Woodfield	Schamburg	605-1234	$108-123
Illinois Exhibition Hall	Westmont	850-7000	
Indian Lakes Resort	Bloomingdale	529-0200	
Inter-Continental Hotel	Chicago	944-4100	$180-260
The Knickerbocker	Chicago	751-8100	$125-187
McCormick Center Hotel	Chicago	791-1900	$109-179
Marriott-Chicago	Chicago	836-0100	
Marriott-O'Hare	Rosemont	693-4444	$69-152
Marriott-Oak Brook	Oak Brook	573-8555	$49-137
Marriott-Schaumburg	Schaumburg	240-0100	$65-135
Midland Hotel	Chicago	332-1200	
Nikko Hotel	Chicago	744-1900	
Nordic Hills Resort & Conference Center	Itasca	773-2750	$70-130
Oak Brook Hills Hotel & Conference Center	Oak Brook	850-5555	
Omni Orrington	Evanston	866-8700	$75-145
Palmer House	Chicago	726-7500	$139-205
Quality Inn-Downtown	Chicago	829-5000	$49-59
Radisson-Arlington Heights	Arlington Heights	364-7600	$74-89
Radisson Plaza Ambassador West	Chicago	787-7900	$115-195
Radisson Suite O'Hare	Rosemont	678-4000	$70-175
Ramada Hotel O'Hare	Rosemont	827-5131	$70-109
Ramada Inn Northbrook	Northbrook	298-2525	$54-67
Sheraton Chicago Hotel & Towers	Chicago	464-1000	
Sheraton Homewood Inn	Homewood	957-1600	
Sheraton International-O'Hare	Rosemont	297-1234	$49-99
Sheraton Plaza	Chicago	787-2900	$112-260
Stouffer Hamilton	Itasca	773-4000	$92-134
Swissôtel Chicago	Chicago	565-0565	$110-160
Westin Chicago	Chicago	943-7200	$168-215
Westin O'Hare	Rosemont	698-6000	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
The Alcove	Matteson	747-5888	M
Ambria	Chicago	472-5959	M-E
*Arnie's	Chicago	266-4800	M
Arun's	Chicago	539-1909	M
Benkay	Chicago	744-1900	M-E
*Berghoff	Chicago	427-3170	M
Bice	Chicago	664-1474	M
Buckingham's	Chicago	922-4400	M
*Cafe La Cave	Des Plaines	827-7818	M
*Cape Cod Room	Chicago	787-2200	M-E
Carlucci	Chicago	281-1220	M
*Carson's The Place for Ribs	Chicago	280-9200	M
Les Celebrities	Chicago	744-1900	M
Charlie Trotter's	Chicago	248-6228	M-E
*Chez Paul	Chicago	944-6680	M
Le Ciel Blue	Chicago	951-2864	M
*Como Inn	Chicago	421-5222	M
Cricket's	Chicago	751-1900	M
Entre Nous	Chicago	565-7997	M
L'Escargot on Halsted	Chicago	525-5522	M-E
Everest Room	Chicago	663-8920	M-E
*Le Français	Wheeling	541-7470	M
*Gene & Georgetti	Chicago	527-3718	M
Gordon	Chicago	467-9780	M
Jackie's	Chicago	880-0003	M
Jean Claude	Chicago	525-1800	M
Jimmy's Place	Chicago	539-2999	M
*Lawry's The Prime Rib	Chicago	787-5000	M
Mandar-Inn	Chicago	842-4014	M
Mareva's	Chicago	227-4000	M
Montparnasse	Naperville	505-7037	M
*Morton's of Chicago	Chicago	266-4820	M
Morton's of Chicago/O'Hare	Rosemont	678-5155	M
*Nick's Fishmarket	Chicago	621-0200	M-E
Nick's Fishmarket	Rosemont	298-2000	M
Ninety-Fifth	Chicago	787-9596	M-E
Le Perroquet	Chicago	944-7990	E
Philander's	Oak Park	848-4250	M
Les Plumes	Chicago	525-0121	M
Portico	Rosemont	827-5131	M
Printer's Row	Chicago	461-0780	M
*The Pump Room	Chicago	266-0360	M
Ritz-Carlton Dining Room	Chicago	227-5866	M-E
Sage's Sages	Arlington Heights	593-6200	M
Seasons	Chicago	649-2349	M
*Shaw's Crab House	Chicago	527-2722	M
*Spiaggia	Chicago	280-2750	M-E
La Strada	Chicago	565-2200	M
Suntory	Chicago	664-3344	M-E
Sweet Basil's	Naperville	357-1050	M
Terczak's	Chicago	404-0171	M
Le Titi De Paris	Arlington Heights	506-0222	M
Topolobampo	Chicago	661-1434	M
La Tour	Chicago	280-2222	M-E
Tower Garden	Skokie	673-4450	M
Trattoria No. 10	Chicago	984-1718	M
Walter's	Park Ridge	825-2240	M
Whitney's Bar & Grille	Oak Lawn	425-6000	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: O'Hare-18 mi. NW
Midway-10 mi. SW
Time: O'Hare-25-65 min.
Midway-25-40 min.
Taxi: O'Hare-$24.00
Midway-$18.00
Limo: O'Hare-$12.00
Midway-$9.00

DAILY AUTO RENTAL

Average Rate: $54.75

Note: An asterisk (*) indicates a 1990 S&MM BEDA (Business Executives' Dining Award) winner.

CINCINNATI, OHIO

VITAL STATISTICS

Population: 1,451,100
Households: 553,500
Median Age: 32.5
Total EBI: $19,495,351,000
Median Hshld. EBI: $27,155
Total Retail Sales: $10,538,674,000
Buying Power Index: .5962
Chamber of Commerce: 579-3100
Convention & Visitors Bureau: 800-344-3445/621-2142
Telephone Area Code: 513 (Ohio); 606 (Kentucky)

MEAL & LODGING COSTS

Avg. Daily Lodging: $105.56
Meals: B-$6.79
L-$11.93
D-$21.35

PER DIEM

Total: $145.63
Index: 100

TAX RATES

Meals: 5.5%
Lodging: 10.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Cincinnatian Hotel	Cincinnati	381-3000	$175-235
Clarion Hotel	Cincinnati	352-2100	$86-140
Drawbridge Inn	Fort Mitchell, KY	341-2800	$50-95
Guest Quarters	Sharonville	489-3636	$99-114
Harley Hotel	Cincinnati	793-4300	$80-100
Hilton Commonwealth	Florence, KY	371-4400	$74-99
Hilton Inn-North	Sharonville	563-8330	$59-119
Hilton Terrace	Cincinnati	381-4000	$92-175
Holiday Inn-Eastgate	Cincinnati	752-4400	$69-79
Holiday Inn-North	Cincinnati	771-0700	$69-85
Hyatt Regency	Cincinnati	579-1234	$127-170
Marriott Cincinnati	Cincinnati	772-1720	$110-130
Marriott Courtyard	Blue Ash	733-4334	$67-77
Omni Netherland Plaza	Cincinnati	421-9100	$107-170
Quality Hotel Central	Cincinnati	351-6000	$60-67
Quality Inn-Riverview	Covington, KY	491-1200	$62-76
Vernon Manor	Cincinnati	281-3300	$63-91
Westin Cincinnati	Cincinnati	621-7700	$134-189

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Clarion Hotel	Cincinnati	352-2100	$91-141
Drawbridge Inn	Fort Mitchell, KY	341-2800	$47-95
Hilton Commonwealth	Florence, KY	371-4400	$89-109
Hilton Inn North	Sharonville	563-8330	$55-110
Holiday Inn-Eastgate	Cincinnati	752-4400	
Howard Johnson Plaza	Cincinnati	771-3400	$45-65
Hyatt Regency	Cincinnati	579-1234	$95-184
Kings Island Inn & Conference Center	Mason	241-5800	$55-110
Omni Netherland Plaza	Cincinnati	421-9100	
Sheraton Springdale	Springdale	671-6600	$65-75
Westin Cincinnati	Cincinnati	621-7700	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Brandywine Inn	Monroe	539-8911	M
Celestial	Cincinnati	241-4455	M
Chester's Road House	Cincinnati	793-8700	M
Conservatory	Covington, KY	491-6400	M
Excelsior	Fort Mitchell, KY	331-3000	M
*The Golden Lamb	Lebanon	932-5065	M
Grand Finale	Cincinnati	771-5925	M
Heritage Restaurant	Cincinnati	561-9300	M
J's	Cincinnati	871-2888	M
*Maisonette	Cincinnati	721-2260	M
Newport Beach	Newport, KY	581-9000	M
The Palace	Cincinnati	381-6006	M
The Precinct	Cincinnati	321-5454	M
Riverview Room	Covington, KY	491-5300	M
Top of the Crown	Cincinnati	352-2160	M
The Waterfront	Covington, KY	581-1414	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 13 mi. SW
Time: 20-30 min.
Taxi: $18.00
Limo: $8.00

DAILY AUTO RENTAL

Average Rate: $46.25

Note: An asterisk (*) indicates a 1990 *S&MM* BEDA (Business Executives' Dining Award) winner.

CLEVELAND, OHIO

VITAL STATISTICS

Population: 1,839,600
Households: 721,100
Median Age: 34.6
Total EBI: $25,613,094,000
Median Hshld. EBI: $27,753
Total Retail Sales: $12,037,366,000
Buying Power Index: .7464
Chamber of Commerce: 621-3300
Convention & Visitors Bureau: 800-321-1001/621-4110
Telephone Area Code: 216

MEAL & LODGING COSTS

Avg. Daily Lodging: $106.69
Meals: B-$5.14
L-$9.81
D-$24.70

PER DIEM

Total: $146.34
Index: 100

TAX RATES

Meals: 7.0%
Lodging: 13.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
The Clinic Center Hotel	Cleveland	791-1900	$88-103
Harley Hotel-West	Middleburg Heights	243-5200	$70-86
Hilton-South	Cleveland	447-1300	$96-130
Holiday Inn-Lakeside	Cleveland	241-5100	$65-98
Marriott-Airport	Cleveland	252-5333	$114-124
Quality Inn East	Wickliffe	585-0600	$65-78
Sheraton City Center	Cleveland	771-7600	$130-160
Stouffer Tower City Plaza	Cleveland	696-5600	$95-204

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Embassy Suites	Beachwood	765-8066	$99-114
Harley Hotel-South	Independence	524-0700	$50-80
Harley Hotel-West	Middleburg Heights	243-5200	
Hilton-South	Independence	447-1300	$55-85
Holiday Inn-Hopkins Airport	Middleburg Heights	243-4040	$55-86
Holiday Inn-Independence	Independence	524-8050	$60-110
Marriott-Airport	Cleveland	252-5333	$70-108
Marriott-East	Beachwood	464-5950	$65-95
Quail Hollow Resort	Concord	352-6201	$64-110
Ramada Hotel-Airport	Cleveland	267-1700	$35-47
Sheraton-Hopkins Airport	Cleveland	267-1500	$90-110
Stouffer Tower City Plaza	Cleveland	696-5600	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Baricelli Inn	Cleveland	791-6500	M-E
Cafe Brio	Lyndhurst	473-1670	M
Parker's	Cleveland	881-0700	M-E
Sammy's	Cleveland	523-5560	M
Z Contemporary Cuisine	Shaker Heights	991-1580	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 10 mi. SW
Time: 15-30 min.
Taxi: $16.50
Limo: $10.50

DAILY AUTO RENTAL

Average Rate: $50.75

COLORADO SPRINGS, COLO.

VITAL STATISTICS

Population: 400,900
Households: 146,800
Median Age: 29.7
Total EBI: $4,661,635,000
Median Hshld. EBI: $24,607
Total Retail Sales: $2,770,628,000
Buying Power Index: .1513
Chamber of Commerce: 635-1551
Convention & Visitors Bureau: 800-88VISIT/635-7506
Telephone Area Code: 719

MEAL & LODGING COSTS

Avg. Daily Lodging: $91.25
Meals: B-N.A.
L-N.A.
D-N.A.

PER DIEM

Total: N.A.
Index: N.A.

TAX RATES

Meals: 9.2%
Lodging: 9.2%

HOTELS/MOTELS

NAME	CITY	PHONE	GROUP RATES
Embassy Suites	Colorado Springs	599-9100	$85-115
Marriott Colorado Springs	Colorado Springs	260-1800	$110-140
Radisson Hotel	Colorado Springs	597-4308	$67-83
Red Lion Inn	Colorado Springs	576-8900	$65-115
Sheraton Hotel	Colorado Springs	576-5900	$65-95
Sheraton Inn	Colorado Springs	598-5770	$65-90

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
The Broadmoor	Colorado Springs	634-7711	
Cheyenne Mountain Conference Resort	Colorado Springs	576-4600	$145-175
Doubletree Antlers Hotel	Colorado Springs	473-5600	$59-99
Marriott Colorado Springs	Colorado Springs	260-1800	$49-98
Red Lion Inn	Colorado Springs	576-8900	
Sheraton Hotel	Colorado Springs	576-5900	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Penrose Room	Colorado Springs	634-7711	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 8 mi. SE
Time: 15-20 min.
Taxi: $10.00
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: $31.96

COLUMBIA, S.C.

VITAL STATISTICS

Population: 461,200
Households: 169,300
Median Age: 30.2
Total EBI: $5,7771,682,000
Median Hshld. EBI: $25,610
Total Retail Sales: $3,279,425,000
Buying Power Index: .1819
Chamber of Commerce: 733-1110
Convention & Visitors Bureau: 254-0479
Telephone Area Code: 803

MEAL & LODGING COSTS

Avg. Daily Lodging: $74.43
Meals: B-$7.35
L-$10.00
D-$22.47

PER DIEM

Total: $114.25
Index: 78

TAX RATES

Meals: 5.0%
Lodging: 7.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Embassy Suites	Columbia	252-8700	$89-109
Holiday Inn-Columbia Airport	West Columbia	794-9440	$51-68
Holiday Inn-Northeast	Columbia	736-3000	$54-73
Marriott Columbia	Columbia	771-7000	$95-105
Marriott Courtyard	Columbia	731-2300	$60-70
Ramada Hotel	Columbia	736-5600	$52-58
Sheraton Hotel & Convention Center	Columbia	731-0300	$49-77
The Whitney	Columbia	252-0845	$74-107

COLUMBIA (cont.)

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Embassy Suites	Columbia	252-8700	$72-89
Marriott Columbia	Columbia	771-7000	$55-99

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Le Petite Chatoau	Columbia	782-7231	M
Pierre's	Columbia	787-7508	M
Vernique's	Columbia	771-7000	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 6 mi. SW
Time: 10-15 min.
Taxi: $10.00
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: $40.50

COLUMBUS, OHIO

VITAL STATISTICS

Population: 1,353,500
Households: 526,700
Median Age: 31.6
Total EBI: $17,218,380,000
Median Hshld. EBI: $25,109
Total Retail Sales: $10,321,041,000
Buying Power Index: .5504
Chamber of Commerce: 221-1321
Convention & Visitors Bureau: 800-821-5784/221-6623
Telephone Area Code: 614

MEAL & LODGING COSTS

Avg. Daily Lodging: $97.50
Meals: B-$6.68
L-$7.70
D-$21.57

PER DIEM

Total: $133.45
Index: 91

TAX RATES

Meals: 5.75%
Lodging: 15.75%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Concourse Airport Hotel	Columbus	237-2515	$79-95
Embassy Suites	Columbus	890-8600	$110-125
Great Southern Hotel	Columbus	228-3800	$88-98
Guest Quarters	Columbus	228-4600	$135-150
Harley Hotel	Columbus	888-4300	$78-88
Hilton-East	Columbus	868-1380	$74-88
Holiday Inn	Columbus	885-3334	$72
Holiday Inn-Ohio Center	Columbus	461-4100	$72-92
Hyatt on Capitol Square	Columbus	228-1234	$115-187
Hyatt Regency	Columbus	463-1234	$119-149
Lenox Inn	Columbus	861-7800	$46-66
Marriott-North	Columbus	885-1885	$107-130
Marriott Courtyard	Columbus	436-7070	$54-79
Radisson Hotel-Airport	Columbus	475-7551	$76-90
Radisson Hotel-North	Columbus	846-0300	$64-84
Stouffer Dublin	Dublin	764-2200	$109-129

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Embassy Suites	Columbus	890-8600	$85-127
Hilton East	Columbus	868-1382	
Hilton Inn-North	Columbus	436-0700	
Holiday Inn	Worthington	885-3334	
Hyatt on Capitol Square	Columbus	228-1234	
Hyatt Regency	Columbus	463-1234	$70-155
Marriott-North	Columbus	885-1885	
Radisson Hotel-Airport	Columbus	475-7551	$64-79
Radisson Hotel-North	Columbus	846-0300	
Ramada University Hotel & Conference Center	Columbus	267-7461	
Sheraton Inn	Columbus	861-7220	$55-86

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Gourmet Market	Columbus	486-1114	M-E
Jotham's Riverside	Columbus	488-0605	M
Mario's Internationale	Columbus	221-3850	M
The Refectory	Columbus	451-9774	M
Shaw's	Lancaster	654-1842	M
Worthington Inn Dining Room	Worthington	885-2600	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 7 mi. E
Time: 10 min.
Taxi: $12.00
Limo: $5.25

DAILY AUTO RENTAL

Average Rate: $44.75

DALLAS, TEXAS

VITAL STATISTICS

Population: 2,481,900
Households: 946,400
Median Age: 31.2
Total EBI: $35,990,083,000
Median Hshld. EBI: $28,658
Total Retail Sales: $22,446,720,000
Buying Power Index: 1.1368
Chamber of Commerce: 746-6600
Convention & Visitors Bureau: 746-6677
Teleph[illegible] Area Code: 214

MEAL & LODGING COSTS

Avg. Daily Lodging: $122.46
Meals: B-$6.47
L-$11.12
D-$25.75

PER DIEM

Total: $165.80
Index: 113

TAX RATES

Meals: 8.25%
Lodging: 13.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Aristocrat Clarion Hotel	Dallas	741-7700	$85-150
Bristol Suites	Dallas	233-7600	$99-250
Clarion Hotel	Dallas	630-7000	$75-94
Colony Parke Hotel	Dallas	750-6060	$71-87
Doubletree at Campbell Center	Dallas	691-8700	$87-120
Doubletree at Lincoln Center	Dallas	934-8400	$105-155
Doubletree at Park West	Dallas	869-4300	$119-129
Embassy Suites	Irving	790-0093	$119-139
Embassy Suites-Love Field	Dallas	357-4500	$115-135
The Grand Kempinski	Dallas	386-6000	$135-155
Harvey Hotel-Addison	Addison	980-8877	$100-125
Harvey Hotel-DFW Airport	Irving	929-4500	$110-150
Harvey Suites	Irving	[illegible]29-4499	$89-104
Hilton-Dallas Parkway	Dallas	[illegible]61-3600	$89-139
Hilton Executive Conf Center-Airport	Grapevine	481-8444	$99-154
Hilton & Towers-Richardson	Richardson	644-4000	$79-114
Holiday Inn-Crowne Plaza	Dallas	385-9000	$59-104
Hyatt Regency	Dallas	651-1234	$145-170
Loews Anatole	Dallas	748-1200	$130-180
Marriott-Airport	Irving	929-8800	$124-150
Marriott-Park Central	Dallas	233-4421	$114-124
Marriott Courtyard	Dallas	352-7676	$66-76
Marriott Courtyard-Richardson	Richardson	235-5000	$80-90
Marriott Hotel Quorum	Dallas	661-2800	$109-139
Omni Melrose	Dallas	521-5151	$110-135
Park Suites	Dallas	234-3300	$89-129
Plaza of the Americas	Dallas	979-9000	$150-195
Radisson Hotel Stemmons	Dallas	351-4477	$78-109
Sheraton-Dallas	Dallas	922-8000	$130-205
Sheraton Grand-DFW	Irving	929-8400	$90-140
Sheraton Park Central	Dallas	385-3000	$115-175
Stoneleigh	Dallas	[illegible]71-7111	$105-150
Stouffer-Dallas	Dallas	631-2222	$129-179
Summit	Dallas	243-3363	$73-105
Westin Galleria	Dallas	934-9494	$150-195

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Adolphus Hotel	Dallas	742-8200	
Airport Inn-DFW	Irving	579-8911	
Best Western Le Baron Hotel	Dallas	634-8550	
Bristol Suites	Dallas	233-7600	
Clarion Hotel	Dallas	630-7000	$69-79
Crescent Court Hotel	Dallas	871-0303	$125-165
Doubletree at Campbell Center	Dallas	691-8700	
Doubletree at Lincoln Center	Dallas	934-8400	
Fairmont Hotel	Dallas	720-2020	
Four Seasons Resort & Club	Irving	717-0700	
Harvey Hotel-Addison	Addison	980-8877	$69-89
Harvey Hotel-Dallas	Dallas	960-7000	$55-85
Harvey Hotel-DFW Airport	Irving	929-4500	$85-115
Harvey Hotel-Plano	Plano	578-8555	$60-85
Hilton-Dallas Parkway	Dallas	661-3600	$60-95
H[illegible]on Executive Conf Center-Airport	Grapevine	481-8444	
Hilton Inn	Dallas	827-4100	
Holiday Inn-Crowne Plaza	Dallas	385-9000	
Holiday Inn-DFW Airport North	Irving	929-8181	$65-95
Holiday Inn-DFW Airport South	Irving	399-1010	$49-70
Holiday Inn-LBJ Northeast	Dallas	341-5400	$45-65
Hyatt Regency	Dallas	651-1234	
Hyatt Regency-DFW	Grapevine	453-8400	$109-130
Kempinski Grand Hotel	Dallas	386-6000	$75-135
Loews Anatole I	Dallas	748-1200	$95-145
Marriott-Airport	Irving	929-8800	$79-119
Marriott-Hotel Quorum	Dallas	661-2800	
Marriott-Park Central	Dallas	233-4421	-$50-100
Marriott Mandalay at Las Colinas	Irving	556-0800	$115-135
Park Inn International	Irving	256-1500	
Park Plaza Hotel	Dallas	747-7000	$55-85
Plaza of the Americas	Dallas	747-7222	$69-170

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Ramada Hotel Lovefield	Dallas	357-5601	$54-74
Sheraton Grand-DFW	Irving	929-8400	$59-105
Sheraton Mockingbird	Dallas	634-8850	$70-88
Sheraton Park Central	Dallas	385-3000	$79-105
Southland Center Hotel	Dallas	922-8000	$75-115
Stouffer-Dallas	Dallas	631-2222	
Summit	Dallas	243-3363	$49-69
Westin Galleria	Dallas	934-9494	$80-185

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Beau Nash	Dallas	871-3240	M-E
Cafe on the Green	Irving	717-0700	M
Cafe Pacific	Dallas	526-1170	M
Cafe Royal	Dallas	979-9000	M-E
Dakota's	Dallas	740-4001	M-E
Enclave	Dallas	363-7487	M
Enjolie	Irving	556-0800	M-E
French Room	Dallas	742-8200	M-E
*The Mansion on Turtle Creek	Dallas	559-2100	M-E
Old Warsaw	Dallas	528-0032	M
Pyramid Room	Dallas	720-5249	M-E
Riviera	Dallas	351-0094	M-E
Routh Street Cafe	Dallas	871-7161	E
*Ruth's Chris Steak House	Dallas	902-8080	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 21 mi. NW
Time: 25-40 min.
Taxi: $22.50
Limo: $11.00

DAILY AUTO RENTAL
Average Rate: $45.25

Note: An asterisk (*) indicates a 1990 S&MM BEDA (Business Executives' Dining Award) winner.

DAYTON-SPRINGFIELD, OHIO

VITAL STATISTICS
Population: 945,500
Households: 369,500
Median Age: 33.1
Total EBI: $12,381,539,000
Median Hshld. EBI: $26,197
Total Retail Sales: $6,572,449,000
Buying Power Index: .3785
Chamber of Commerce: 226-1444/325-7621
Convention & Visitors Bureau: 226-8211/325-7621
Telephone Area Code: 513

MEAL & LODGING COSTS
Avg. Daily Lodging: $98.20
Meals: B-$5.58
L-$6.22
D-$15.58
PER DIEM
Total: $125.58
Index: 86
TAX RATES
Meals: 6.12%
Lodging: 12.5%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Guest Quarters	Dayton	436-2400	$72
Hilton Daytonian	Dayton	461-4700	$59-109
Holiday Inn-I-675 Conference Center	Fairborn	426-7800	$78-94
Marriott Dayton	Dayton	223-1000	$110-120
Stouffer Center Plaza	Dayton	224-0800	$114-154

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Bergamo Center	Dayton	426-2363	$17-27
Hilton Daytonian	Dayton	461-4700	$64-94
Holiday Inn-Dayton Mall	Miamisburg	434-8030	$49-75
Marriott Dayton	Dayton	223-1000	
Radisson Inn	Dayton	278-5711	$50-[illegible]

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
L'Auberge	Kettering	299-5536	M
Benham's	Dayton	228-7041	M
4 Riverplace	Dayton	224-0535	M
King Cole	Dayton	222-6771	M
Pine Club	Dayton	228-7463	M
Windows	Dayton	2[illegible]4-0800	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 12.5 mi. N
Time: 20-25 min.
Taxi: $16.00
Limo: $10.00

DAILY AUTO RENTAL
Average Rate: $50.75

DENVER, COLO.

VITAL STATISTICS
Population: 1,681,900
Households: 674,100
Median Age: 31.6
Total EBI: $24,888,293,000
Median Hshld. EBI: $30,289
Total Retail Sales: $12,068,878,000
Buying Power Index: .7234
Chamber of Commerce: 534-8500
Convention & Visitors Bureau: 8[illegible]505
Telephone Area Code: 303

MEAL & LODGING COSTS
Avg. Daily Lodging: $119.[illegible]5
Meals: B-$6.99
L-$9.95
D-$20.81
PER DIEM
Total: $157.50
Index: 108
TAX RATES
Meals: 7.2%
Lodging: 11.9%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Burnsley Hotel	Denver	830-1000	$95-225
Doubletree Hotel	Aurora	337-2800	$110-120
Embassy Suites	Denver	696-6644	$88-107
Embassy Suites-Airport	Denver	375-0400	$105-125
Hyatt Regency-Denver	Denver	295-1234	$99-153
Hyatt Regency-Tech Center	Denver	779-1234	$96-132
Marriott-City Center	Denver	297-1300	$90-150
Marriott-Southeast	Denver	758-7000	$120
Oxford Alexis Hotel	Denver	628-5400	$95-125
Radisson Hotel	Denver	893-3333	$85-140
Registry Hotel-Airport	Denver	321-3333	$99-109
Sheraton Denver Tech Center	Denver	779-1100	$87-140
Sheraton Hotel & Conference Center	Lakewood	987-2000	$89-99
Stouffer Concourse	Denver	399-7500	$119-169
The Warwick	Denver	861-2000	$94-134
Westin Hotel Tabor Center	Denver	572-9100	$135-190

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Brown Palace Hotel	Denver	297-3111	$89-120
Doubletree Hotel	Aurora	337-2800	$65-99
Embassy Suites-Airport	Denver	375-0400	$81
Executive Tower Inn	Denver	571-0300	$70-90
Hilton-Denver Airport	Denver	373-5730	
Hilton-Denver South	Englewood	779-6161	$65-99
Holiday Inn-Denver North	Denver	292-9500	$48-55
Holiday Inn-I-70	Denver	371-9494	
Holiday Inn-Northglenn	Northglenn	452-4100	$50-70
Hyatt Regency-Denver	Denver	295-1234	$80-140
Hyatt Regency-Tech Center	Denver	779-1234	
Marriott-City Center	Denver	297-1300	$122-152
Marriott-Denver West	Golden	279-9100	$62-100
Marriott-Southeast	Denver	758-7000	$48-116
Radisson Hotel	Denver	893-3333	
Radisson Hotel Denver Southeast	Aurora	695-1700	$59-83
Regency Hotel	Denver	458-0808	$50-75
Registry Hotel	Denver	321-3333	$50-83
Scanticon Conference Center Hotel & Resort	Englewood	799-5800	$89-129
Sheraton Denver Tech Center	Denver	779-1100	
Sheraton Hotel & Conference Center	Lakewood	987-2000	$82-92
Stapleton Plaza Hotel & Fitness Center	Denver	321-3500	$50-86
Stouffer Concourse	Denver	399-7500	
Westin Hotel Tabor Center	Denver	572-9100	
Writer's Manor Hotel	Denver	756-8877	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Adirondacks	Denver	573-8900	M
Brittany Hill	Denver	451-5151	M
Cafe Giovanni	Denver	825-6555	M
Cliff Young	Denver	831-8900	M
Morton's of Chicago	Denver	825-3353	M
Normandy French Restaurant	Denver	321-3311	M
*Palace Arms	Denver	297-3111	M
The Profile	Denver	831-1252	M
Tante Louise	Denver	355-[illegible]8	M
Wellshire Inn	Denver	759-3333	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 7 mi. NE
Time: 20-30 min.
Taxi: $11.00
Limo: $5.00

DAILY AUTO RENTAL
Average Rate: $42.75

Note: An asterisk (*) indicates [illegible] 1990 *S&MM* BEDA (Business Executives' Dining Award) winner.

DES MOINES, IOWA

VITAL STATISTICS

Population: 395,900
Households: 161,500
Median Age: 32.4
Total EBI: $5,378,601,000
Median Hshld. EBI: $25,772
Total Retail Sales: $3,327,033,000
Buying Power Index: .1712
Chamber of Commerce: 286-4950
Convention & Visitors Bureau: 286-4960
Telephone Area Code: 515

MEAL & LODGING COSTS

Avg. Daily Lodging: $73.00
Meals: B-$5.65
L-$7.02
D-$16.14

PER DIEM

Total: $101.81
Index: 70

TAX RATES

Meals: 4.0%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Adventureland Inn	Des Moines	265-7321	$60-80
Executive Inn	West Des Moines	225-1144	$39-57
Fort Des Moines	Des Moines	243-1161	$75
Hilton-Airport	Des Moines	287-2400	$75-95
Holiday Inn-South	Des Moines	283-1711	$61-76
Holiday Inn-University Park	West Des Moines	223-1800	$55-98
Marriott Des Moines	Des Moines	245-5500	$75-150
Ramada Inn-Interstate	Des Moines	265-5671	$41-51
Savery Hotel & Spa	Des Moines	244-2151	$60-100
Sheraton Inn	Des Moines	278-5575	$62-75

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton-Airport	Des Moines	287-2400	
Holiday Inn-University Park	West Des Moines	223-1800	$59-99
Marriott Des Moines	Des Moines	245-5500	$55-139
Savery Hotel & Spa	Des Moines	244-2151	$65-105

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Christopher's	Des Moines	274-3694	M
Guido's	Des Moines	284-1272	M
Metz	Des Moines	246-1656	M
Quenelles	Des Moines	245-5500	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5.5 mi. SW
Time: 10-15 min.
Taxi: $10.00
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: $46.25

DETROIT, MICH.

VITAL STATISTICS

Population: 4,385,400
Households: 1,629,700
Median Age: 32.5
Total EBI: $61,228,315,000
Median Hshld. EBI: $29,663
Total Retail Sales: $31,931,305,000
Buying Power Index: 1.8386
Chamber of Commerce: 964-4000
Convention & Visitors Bureau: 567-1170
Telephone Area Code: 313

MEAL & LODGING COSTS

Avg. Daily Lodging: $103.69
Meals: B-$6.67
L-$10.38
D-$22.82

PER DIEM

Total: $143.56
Index: 98

TAX RATES

Meals: 4.0%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Berkshire Hotel	Southfield	356-4333	$95-105
Best Western Greenfield Inn	Allen Park	271-1600	$63-75
Best Western Sterling Inn	Sterling Heights	979-1400	$70-85
Days Inn-Airport	Romulus	729-9000	$78-88
Dearborn Inn (a Marriott Hotel)	Dearborn	271-2700	$130-150
Embassy Suites	Southfield	350-2000	$115-165
Georgian Inn	Roseville	294-0400	$55-76
Guest Quarters	Troy	879-7500	$125-185
Guest Quarters Suite Hotel	Romulus	728-9200	$105-120
Hilton Inn-Airport	Romulus	292-3400	$89-124
Hilton Inn-Northfield	Troy	879-2100	$119-163
Hilton Inn-Troy	Troy	583-9000	$80-120
Hilton Novi	Novi	349-4000	$98-165
Holiday Inn-Airport	Romulus	728-2800	$70-102
Holiday Inn-Auburn Hills	Auburn Hills	373-4550	$79-99
Holiday Inn-Dearborn	Dearborn	278-4800	$67-83
Holiday Inn-Fairlane	Detroit	336-3340	$79-86
Holiday Inn-Farmington Hills	Farmington Hills	477-4000	$74-90
Holiday Inn-Livonia West	Livonia	464-1300	$84-98
Holiday Inn-Southfield	Southfield	353-7700	$69-87
Holiday Inn-Troy	Troy	689-7500	$72-89
Hyatt Regency-Dearborn	Dearborn	593-1234	$140-185
Marriott-Airport	Detroit	941-9400	$130-140
Marriott-Livonia	Livonia	462-3100	$99-124
Marriott-Southfield	Southfield	356-7400	$119-129
Marriott-Troy	Troy	680-9797	$140-195
Marriott Courtyard-Airport	Romulus	721-3200	$79-89
Marriott Courtyard-Dearborn	Dearborn	271-1400	$78-88
Marriott Courtyard-Livonia	Livonia	462-2000	$75-85
Marriott Courtyard-Southfield	Southfield	358-1222	$75-85
Marriott Courtyard-Troy	Troy	528-2800	$74-86
Marriott Courtyard-Warren	Warren	751-5777	$75-85
Omni International	Detroit	222-7700	$155-225
Radisson Plaza Hotel	Southfield	827-4000	$123-175
Radisson Suite Hotel	Farmington Hills	477-7800	$79-85
Ramada Inn-Airport	Romulus	729-6300	$65-100
Ramada Inn-Southfield	Southfield	355-2929	$77-87
River Crab Motel	St. Clair	329-2236	$65-78
Sheraton Inn	Southfield	559-6500	$69-89
Sheraton Oaks	Farmington	348-5000	$88-98
Somerset Inn	Troy	643-7800	$103-135
Thomas Edison Inn	Port Huron	984-3000	$80-115
Van Dyke Park Suite Hotel & Conference Center	Warren	939-2860	$70-100
Westin Hotel-Renaissance Center	Detroit	568-8000	$120-199

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Days Hotel-Conv. Center	Southfield	557-4800	$55-95
Embassy Suites	Southfield	350-2000	$89-120
Guest Quarters	Troy	879-7500	$99-159
Hilton Inn-Airport	Romulus	292-3400	
Hilton Inn-Troy	Troy	583-9000	$45-79
Hilton Novi	Novi	349-4000	$65-144
Holiday Inn-Fairlane	Detroit	336-3340	$71-79
Holiday Inn-Livonia West	Livonia	464-1300	$55-75
Hyatt Regency-Dearborn	Dearborn	593-1234	
Lyon Meadows Conf. Center	New Hudson	486-2400	
Marriott-Dearborn	Dearborn	271-2700	$65-150
Marriott-Troy	Troy	937-0000	
Omni International	Detroit	222-7700	$85-145
Radisson Airport	Romulus	729-2600	$89-109
Radisson Plaza Hotel	Southfield	827-4000	$79-119
Radisson Plymouth	Plymouth	459-4500	
Radisson Pontchartrain Hotel	Detroit	965-0200	$80-135
Ramada Inn-Airport	Romulus	729-6300	$40-75
Ritz-Carlton	Dearborn	441-2000	$95-170
Sheraton Oaks	Novi	348-5000	$50-75
Sheraton Southfield	Southfield	559-6500	$69-109
Westin Hotel-Renaissance Center	Detroit	568-8000	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Les Auteurs	Royal Oak	544-2887	M
Caucus Club	Detroit	965-4970	M
Chambertin	Dearborn	278-6900	M
Golden Mushroom	Southfield	559-4230	M-E
*Joe Muer's	Detroit	567-1088	M
*London Chop House	Detroit	962-0278	M-E
Opus One	Detroit	961-7766	M
The Restaurant	Dearborn	441-2000	M
Too Chez	Novi	348-5555	M
Van Dyke Place	Detroit	821-2620	M-E
The Whitney	Detroit	832-5701	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 19 mi. SW
Time: 30-45 min.
Taxi: $28.00
Limo: $12.00

DAILY AUTO RENTAL

Average Rate: $58.00

Note: An asterisk (*) indicates a 1990 S&MM BEDA (Business Executives' Dining Award) winner.

EL PASO, TEXAS

VITAL STATISTICS
Population: 592,400
Households: 179,600
Median Age: 28.2
Total EBI: $5,019,055,000
Median Hshld. EBI: $19,746
Total Retail Sales: $3,421,086,000
Buying Power Index: .1834
Chamber of Commerce: 534-0500
Convention & Visitors Bureau: 534-0696
Telephone Area Code: 915

MEAL & LODGING COSTS
Avg. Daily Lodging: $109.17
Meals: B-$6.59
L-$10.52
D-$20.35
PER DIEM
Total: $146.63
Index: 100
TAX RATES
Meals: 8.25%
Lodging: 14.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Embassy Suites	El Paso	779-6222	$99-129
Hilton-Airport	El Paso	778-4241	$81-105
Westin Paso Del Norte	El Paso	534-3000	$93-148

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton-Airport	El Paso	778-4241	$65-80
Marriott El Paso	El Paso	779-3300	$58-129
Westin Paso Del Norte	El Paso	534-3000	$55-90

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Dome Grill	El Paso	534-3010	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 5 mi. E
Time: 15 min.
Taxi: $14.00
Limo: $9.00

DAILY AUTO RENTAL
Average Rate: $46.75

FORT LAUDERDALE-HOLLYWOOD-POMPANO BEACH, FLA.

VITAL STATISTICS
Population: 1,255,000
Households: 545,800
Median Age: 41.1
Total EBI: $20,329,599,000
Median Hshld. EBI: $28,083
Total Retail Sales: $10,563,533,000
Buying Power Index: .5937
Chamber of Commerce: 462-6000/985-4000/941-2940
Convention & Visitors Bureau: 800-356-1662/765-4466
Telephone Area Code: 305

MEAL & LODGING COSTS
Avg. Daily Lodging: $147.91
Meals: B-$4.79
L-$9.19
D-$19.51
PER DIEM
Total: $18[illegible]
Index: 124
TAX RATES
Meals: 5.0%
Lodging: 9.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Bahia Mar Resort & Yachting Center	Fort Lauderdale	764-2233	$95-145
Best Western Beachcombe Hotel & Villas	Pompano Beach	941-7830	$70-155
Diplomat Resort & Country Club	Hollywood	457-8111	$135-200
Embassy Suites	Fort Lauderdale	772-5400	$124-164
Embassy Suites-South	Fort Lauderdale	527-2700	$115-159
Guest Quarters	Fort Lauderdale	565-3800	$108-198
Hilton-Airport	Dania	920-3300	$105-180
Hilton-Hollywood Beach	Hollywood	458-1900	$109-209
Hilton-Sunrise	Fort Lauderdale	748-7000	$84-109
Holiday Inn-Pompano Beach	Pompano Beach	941-7300	$110-155
Howard Johnson Beach Resort	Lauderdale-by-the-Sea	776-5660	$69-139
Inverrary Club & Resort	Fort Lauderdale	485-0500	$120-200
Ireland's Inn	Fort Lauderdale	565-6661	$69-140
Lago Mar	Fort Lauderdale	523-6511	$125
Marriott Fort Lauderdale	Fort Lauderdale	771-0440	$125-170
Marriott Harbor Beach	Fort Lauderdale	525-4000	$300
Marriott Marina Hotel	Fort Lauderdale	463-4000	$175-219
Sheraton Bonaventure Hotel & Spa	Fort Lauderdale	389-3000	$175-250
Sheraton Design Center-Airport	Dania	920-3500	$110-170
Sheraton Execuport	Fort Lauderdale	772-7770	$99-120
Sheraton Yankee Clipper	Fort Lauderdale	524-5551	$110-155
Sheraton Yankee Trader Beach Resort	Fort Lauderdale	467-1111	$120-140
Westin Cypress Creek	Fort Lauderdale	772-1331	$140-210

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Bahia Mar Resort & Yachting Center	Fort Lauderdale	764-2233	$65-125
Diplomat Resort & Country Club	Hollywood	457-2000	$65-145
Embassy Suites-South	Fort Lauderdale	527-2700	$79-169
Hilton-Airport	Dania	920-3300	
Hilton-Deerfield Beach	Deerfield Beach	427-7700	$75-120
Hilton-Hollywood Beach	Hollywood	458-1900	$65-135
Hilton-Sunrise	Sunrise	748-7000	$59-125
Holiday Inn-Plantation	Plantation	472-5600	$49-100
Holiday Inn-West	Fort Lauderdale	739-4000	$45-69
Inverrary Club & Resort	Fort Lauderdale	485-0500	$60-185
Marriott Fort Lauderdale	Fort Lauderdale	771-0440	$55-104
Marriott Harbor Beach	Fort Lauderdale	525-4000	$85-280
Marriott Marina Hotel	Fort Lauderdale	463-4000	
Palm Aire Resort	Pompano Beach	972-3300	$85-155
Pier 66 Hotel & Marina	Fort Lauderdale	525-6666	
Ramada Beach Resort	Fort Lauderdale	565-6611	$45-120
Rolling Hills Golf Resort & Conf. Center	Fort Lauderdale	475-0400	$45-85
Sheraton Bonaventure Hotel & Spa	Fort Lauderdale	389-3300	$85-200
Sheraton Design Center-Airport	Dania	920-3500	
Westin Cypress Creek	Fort Lauderdale	772-1331	$75-130

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
La Bonne Auberge	Fort Lauderdale	491-5522	M
Burt & Jack's	Port Everglades	522-5225	M
Le Cafe de Paris	Fort Lauderdale	467-2900	M
Casa Vecchia	Fort Lauderdale	463-7575	M
Celebrity Room	Hollywood	457-8111	M-E
La Coquille	Fort Lauderdale	467-3030	M
Dante's	Fort Lauderdale	564-6666	M
Le Dome	Fort Lauderdale	463-3303	M
The Down Under	Fort Lauderdale	563-4123	M
La Ferme	Fort Lauderdale	764-0987	M
Fisherman	Fort Lauderdale	566-2002	M
Frankie's	Fort Lauderdale	566-7853	M
French Quarter	Fort Lauderdale	463-8000	M
The Left Bank	Fort Lauderdale	462-5376	M
Mai-Kai	Fort Lauderdale	563-3272	M
Le Mesquite	Fort Lauderdale	522-6795	M
Paesano	Fort Lauderdale	467-3266	M
The Plum Room	Fort Lauderdale	563-4168	M-E
Primavera	Fort Lauderdale	564-6363	M
La Reserve	Fort Lauderdale	563-6644	M
Rinaldo's	Pompano Beach	942-2900	M
Yesterday's	Fort Lauderdale	561-4400	M-E

AIRPORT-TO-CITY TRANSPORTATION
Distance: 4 mi. S
Time: 10 min.
Taxi: $8.00
Limo: $9.00

DAILY AUTO RENTAL
Average Rate: $38.25

FORT WORTH-ARLINGTON, TEXAS

VITAL STATISTICS
Population: 1,294,100
Households: 484,600
Median Age: 32.0
Total EBI: $17,344,024,000
Median Hshld. EBI: $27,981
Total Retail Sales: $10,533,811,000
Buying Power Index: .5511
Chamber of Commerce: 336-2491/275-2613
Convention & Visitors Bureau: 800-433-5747/336-8791/265-7721
Telephone Area Code: 817

MEAL & LODGING COSTS
Avg. Daily Lodging: $95.42
Meals: B-$5.96
L-$9.37
D-$19.57
PER DIEM
Total: $130.32
Index: 89
TAX RATES
Meals: 7.25%
Lodging: 13.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Green Oaks Inn & Conference Center	Fort Worth	738-7311	$77-95
Hilton Arlington	Arlington	640-3322	$90-120
Hyatt Regency	Fort Worth	870-1234	$128-133
Marriott Courtyard-Arlington	Arlington	277-2774	$65-75
Marriott Courtyard-Fort Worth	Fort Worth	545-2202	$67-77
Radisson Suite Hotel	Arlington	640-0440	$104-114

FORT WORTH-ARLINGTON (cont.)

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Arlington	Arlington	640-3322	$70-105
Hilton Fort Worth	Fort Worth	335-7000	
Holiday Inn-North	Fort Worth	625-9911	$59-68
Holiday Inn-South	Fort Worth	293-3088	
Hyatt Regency	Fort Worth	870-1234	$79-99
Sheraton Centerpark Hotel	Arlington	261-8200	$74-84
Worthington Hotel	Fort Worth	870-1000	$65-90

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Cacharel	Arlington	640-9981	M
*Cattleman's Steak House	Fort Worth	624-3945	M
Reflections	Fort Worth	870-1000	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 24 mi. NE
Time: 30-40 min.
Taxi: $22.00
Limo: $7.00

DAILY AUTO RENTAL

Average Rate: $46.75

Note: An asterisk (*) indicates a 1990 *S&MM* BEDA (Business Executives' Dining Award) winner.

FRESNO, CAL.

VITAL STATISTICS

Population: 630,600
Households: 225,600
Median Age: 32.7
Total EBI: $8,067,417,000
Median Hshld. EBI: $25,525
Total Retail Sales: $$4,070,575,000
Buying Power Index: .2441
Chamber of Commerce: 233-4651
Convention & Visitors Bureau: 233-0836
Telephone Area Code: 209

MEAL & LODGING COSTS

Avg. Daily Lodging:$80.83
Meals: B-$7.67
L-$10.63
D-$19.30

PER DIEM

Total: $118.43
Index: 81

TAX RATES

Meals: 6.5%
Lodging: 12.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Hilton Fresno	Fresno	485-9000	$64-99
Holiday Inn-Airport	Fresno	252-3611	$69-103
The Inn at Harris Ranch	Coalinga	935-0717	$74-80
Marriott Courtyard	Fresno	221-6000	$76-86
Piccadilly Inn	Fresno	226-3850	$72-85
Piccadilly Inn-Airport	Fresno	251-6000	$75-85
Piccadilly Inn-University	Fresno	224-4200	$73-83
Ramada Inn	Fresno	224-4040	$58-64
San Joaquin Hotel	Fresno	225-1309	$69-140

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Fresno	Fresno	485-9000	$65-75
Holiday Inn-Airport	Fresno	252-3611	
Holiday Inn Center Plaza	Fresno	268-1000	
Piccadilly Inn-University	Fresno	224-4200	$62-78

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Harris Ranch	Fresno	935-0717	M
Nicola's	Fresno	224-1660	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 7 mi. NE
Time: 15 min.
Taxi: $12.50
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: $33.67

GRAND RAPIDS, MICH.

VITAL STATISTICS

Population: 669,000
Households: 245,000
Median Age: 31.1
Total EBI: $9,035,041,000
Median Hshld. EBI: $29,221
Total Retail Sales: $5,453,457,000
Buying Power Index: .2859
Chamber of Commerce: 771-0300
Convention & Visitors Bureau: 459-8287
Telephone Area Code: 616

MEAL & LODGING COSTS

Avg. Daily Lodging: $91.06
Meals: B-$7.70
L-$11.52
D-$19.23

PER DIEM

Total: $129.51
Index: 88

TAX RATES

Meals: 4.0%
Lodging: 9.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Amway Grand Plaza	Grand Rapids	774-2000	$89-138
Best Western-Grandvillage	Grandville	532-3222	$57-120
Harley Hotel	Grand Rapids	949-8800	$75-90
Hilton Hotel	Kentwood	957-0100	$70-91
Holiday Inn	Holland	394-0111	$66-88
Holiday Inn-East	Kentwood	949-9222	$72-90
Holiday Inn-North	Grand Rapids	363-9001	$65-80
Holiday Inn Crowne Plaza	Grand Rapids	957-1770	$100-120
Point West Inn	Macatawa	335-5894	$99-129

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Amway Grand Plaza	Grand Rapids	774-2000	$70-132
Harley Hotel	Grand Rapids	949-8800	$57-62
Holiday Inn Crowne Plaza	Grand Rapids	957-1770	$65-109

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Cygnus	Grand Rapids	776-6425	M
Gibson's	Grand Rapids	774-8535	M
Point West	Holland	335-5894	M
Sandpiper	Macatawa	335-5866	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 11 mi. SE
Time: 15 min.
Taxi: $20.00
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: $48.00

GREENSBORO-WINSTON SALEM-HIGH POINT, N.C.

VITAL STATISTICS

Population: 938,200
Households: 366,700
Median Age: 33.6
Total EBI: $12,398,467,000
Median Hshld. EBI: $25,483
Total Retail Sales: $7,017,630,000
Buying Power Index: .3858
Chamber of Commerce: 275-8675/725-2361/889-8151
Convention & Visitors Bureau: 274-2282/800-344-2282/725-2361/884-5255
Telephone Area Code: 919

MEAL & LODGING COSTS

Avg. Daily Lodging: $102.29
Meals: B-$5.92
L-$8.33
D-$17.35

PER DIEM

Total: $133.89
Index: 91

TAX RATES

Meals: 5.0%
Lodging: 8.0% (Greensboro/High Point); 11.0% (Winston-Salem)

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Embassy Suites-Airport	Greensboro	668-4535	$99-140
Hilton-Airport	Greensboro	299-7650	$50-86
Holiday Inn-Four Seasons	Greensboro	292-9161	$58-70
Hyatt Winston-Salem	Winston-Salem	725-1234	$119-139
Marriott-Airport	Greensboro	852-6450	$94-119
Sheraton Greensboro	Greensboro	379-8000	$83-108
Stouffer Winston Plaza	Winston-Salem	725-3500	$114-154

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Embassy Suites-Airport	Greensboro	668-4535	$80-99
Graylyn Conference Center-Wake Forest Univ.	Winston-Salem	727-1900	
Holiday Inn-Four Seasons	Greensboro	292-9161	$59-71
Hyatt Winston-Salem	Winston-Salem	725-1234	$49-159
Marriott-Airport	Greensboro	852-6450	$66-93
Radisson Hotel	High Point	889-8888	$55-80
Ramada Hotel	Winston-Salem	723-7911	
Sheraton Greensboro	Greensboro	379-8000	
Stouffer Winston Plaza	Winston-Salem	725-3500	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
La Chaudiere	Winston-Salem	748-0269	M
Giovanni's	Greensboro	855-8000	M
The Quill	Winston-Salem	725-3500	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 9 mi. W
Time: 10-20 min.
Taxi: $14.00
Limo: $7.50

DAILY AUTO RENTAL

Average Rate: $33.70

GREENVILLE-SPARTANBURG, S.C.

VITAL STATISTICS
Population: 629,000
Households: 240,000
Median Age: 32.7
Total EBI: $6,883,512,000
Median Hshld. EBI: $22,112
Total Retail Sales: $4,414,110,000
Buying Power Index: .2319
Chamber of Commerce: 242-1050/594-5000
Convention & Visitors Bureau: 233-0461/594-5050
Telephone Area Code: 803

MEAL & LODGING COSTS
Avg. Daily Lodging: $79.43
Meals: B-$7.70
L-$11.06
D-$25.73
PER DIEM
Total: $123.92
Index: 85
TAX RATES
Meals: 5.0%
Lodging: 7.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Hilton & Towers	Greenville	232-4747	$70-115
Holiday Inn	Spartanburg	576-5220	$55-68
Holiday Inn-Haywood	Greenville	297-6300	$69-79
Hyatt Regency	Greenville	235-1234	$95-110
Marriott-Airport	Greenville	297-0300	$95-110
Marriott Courtyard	Greenville	234-0300	$64-74
Ramada Inn	Spartanburg	578-7170	$45-63

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Embassy Suites Golf & Conf. Center	Greenville	676-9090	$79-99
Hilton & Towers	Greenville	232-4747	
Hyatt Regency	Greenville	235-1234	
Marriott-Airport	Greenville	297-0300	$69-96

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Seven Oaks	Greenville	232-1895	M
Stax's Peppermill	Greenville	288-9320	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 15 mi. NE
Time: 20 min.
Taxi: $15.00
Limo: $14.00

DAILY AUTO RENTAL
Average Rate: $45.25

HARTFORD-NEW BRITAIN-MIDDLETOWN-BRISTOL, CONN.

VITAL STATISTICS
Population: 1,125,400
Households: 421,200
Median Age: 34.4
Total EBI: $19,099,179
Median Hshld. EBI: $36,023
Total Retail Sales: $9,807,156,000
Buying Power Index: .5513
Chamber of Commerce: 527-9258/229-1665/347-6924/589-4111
Convention & Visitors Bureau: 728-6789
Telephone Area Code 203

MEAL & LODGING COSTS
Avg. Daily Lodging: $109.00
Meals: B-$6.28
L-$9.23
D-$24.65
PER DIEM
Total: $149.16
Index: 102
TAX RATES
Meals: 8.0%
Lodging: 8.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Sheraton Hartford	Hartford	728-5151	$99-165
Summit	Hartford	278-2000	$80-160
Treadway Hotel	Cromwell	635-2000	$55-95

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Harley Hotel	Enfield	741-2211	$65-105
Hilton Parkview	Hartford	249-5611	
Holiday Inn-Downtown	Hartford	549-2400	$80-90
Howard Johnson	Windsor Locks	623-9811	$55-78
Marriott Hotel	Farmington	678-1000	
Ramada Hotel	East Hartford	528-9703	$74-100
Sheraton Bradley Airport	Windsor Locks	627-5311	
Sheraton Hartford	Hartford	728-5151	
Treadway Hotel	Cromwell	635-2000	$65-105

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Blacksmith's Tavern	Glastonbury	659-0366	M
Carbone's Ristorante	Hartford	249-9646	M
Cavey's French Restaurant	Manchester	643-2751	M-E
Gaetano's	Hartford	249-1629	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 14 mi. N
Time: 15-20 min.
Taxi: $21.00
Limo: $8.00

DAILY AUTO RENTAL
Average Rate: $46.00

HOUSTON, TEXAS

VITAL STATISTICS
Population: 3,244,600
Households 1,206,200
Median Age: 30.1
Total EBI: $42,231,791,000
Median Hshld. EBI: $28,008
Total Retail Sales: $22,089,830,000
Buying Power Index: 1.3021
Chamber of Commerce: 651-1313
Convention & Visitors Bureau: 800-231-7799/523-5050
Telephone Area Code: 713

MEAL & LODGING COSTS
Avg. Daily Lodging: $113.16
Meals: B-$8.17
L-$11.37
D-$19.20
PER DIEM
Total: $151.90
Index: 104
TAX RATES
Meals: 8.0%
Lodging: 15.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Allen Park Inn	Houston	521-9321	$62-85
Doubletree-Airport	Houston	442-8000	$92-109
Doubletree-Allen Center	Houston	759-0202	$109-139
Doubletree-Post Oak	Houston	961-9300	$115-155
Embassy Suites	Houston	995-0123	$99-109
Guest Quarters-Galleria West	Houston	961-9000	$129-149
Hilton & Towers Westchase	Houston	974-1000	$72-117
Hilton Nassau Bay	Houston	333-9300	$84-109
Holiday Inn Crowne Plaza-Galleria	Houston	961-7272	$89-135
Holiday Inn Houston West	Houston	558-5580	$71-88
Holiday Inn Southwest	Houston	530-1400	$55-72
Houstonian	Houston	680-2626	$120-145
Hyatt Regency	Houston	654-1234	$110-160
Hyatt Regency West	Houston	558-1234	$99-135
Marriott-Airport	Houston	443-2310	$102
Marriott-Galleria	Houston	961-1500	$135-145
Marriott-Greenspoint	Houston	875-4000	$109-129
Marriott-Medical Center	Houston	796-0080	$99-119
Sofitel Hotel	Houston	445-9000	$95-125
South Shore Harbor Hotel	League City	334-1000	$95-125
Westin Galleria & Westin Oaks	Houston	960-8100	$140-230
Wyndham Greenspoint	Houston	875-2222	$87-129

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Adam's Mark Hotel	Houston	978-7400	$88-110
Doubletree-Airport	Houston	442-8000	$55-79
Doubletree-Allen Center	Houston	759-0202	
Doubletree-Post Oak	Houston	961-9300	
Four Seasons-Houston Center	Houston	650-1300	$85-105
Four Seasons-Inn on the Park	Houston	871-8181	
Harvey Suites-Medical Center	Houston	528-7444	$64-119
Hilton & Towers Westchase	Houston	974-1000	$72-82
Hilton Hobby Airport	Houston	645-3000	$50-82
Hilton Nassau Bay	Houston	333-9300	$79-119
Hilton Southwest	Houston	977-9711	$54-68
Holiday Inn Crowne Plaza-Galleria	Houston	961-7272	$65-100
Holiday Inn Southwest	Houston	530-1400	$55-76
Houstonian	Houston	680-2626	$130-140
Hyatt Regency	Houston	654-1234	
Hyatt Regency West	Houston	558-1234	$69-124
Marriott-Airport	Houston	443-2310	
Marriott-Astrodome	Houston	797-9000	
Marriott-Brookhollow	Houston	668-0100	
Marriott-Galleria	Houston	960-0111	$55-127
Marriott-Greenspoint	Houston	875-4000	$75-115
Marriott-Houston	Houston	599-1500	$89-135
Marriott-Medical Center	Houston	796-0080	$49-119
Ramada Galleria West	Houston	682-1611	
Ramada Inn-NASA	Houston	488-0220	$45-50
Ramada Southwest	Houston	771-0641	$35-49
Ritz-Carlton	Houston	840-7600	$95-170
Sheraton Astrodome Hotel	Houston	748-3221	$62-102
Sheraton Crown Hotel	Houston	442-5100	$55-85
Sofitel Hotel	Houston	445-9000	$85-120
Stouffer Presidente	Houston	629-1200	$79-139

HOUSTON (cont.)

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Westin Galleria & Westin Oaks	Houston	960-8100	$90-165
Woodlands Executive Conf. Center & Resort	Woodlands	367-1100	$135-219
Wyndham Greenspoint	Houston	875-2222	$72-102
Wyndham Warwick	Houston	526-1991	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Anthony's	Houston	524-1922	M
Brennan's	Houston	522-9711	M
Cafe Annie	Houston	780-1522	M
Charley T's	Houston	960-9711	M
Charley's 517	Houston	224-4438	M
Chez Georges	Houston	497-1122	M
La Colombe D'or	Houston	524-7999	M
Confederate House	Houston	622-1936	M
DeVille	Houston	650-1300	M
Dong Ting	Houston	527-0005	M
The Hunt Room	Houston	639-4556	M
Lancaster Grille	Houston	228-9502	M
Maxim's	Houston	877-8899	M
La Reserve	Houston	871-8181	E
The Restaurant	Houston	840-7600	M
Rivoli	Houston	789-1900	M
Rotisserie for Beef and Bird	Houston	977-9524	M
*Tony's	Houston	622-6778	M-E
La Tour D'Argent	Houston	864-9864	M
Vargo's	Houston	782-3888	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 22 mi. N
Time: 30-50 min.
Taxi: $26.00
Limo: $8.50

DAILY AUTO RENTAL

Average Rate: $47.50

Note: An asterisk (*) indicates a 1990 *S&MM* BEDA (Business Executives' Dining Award) winner.

INDIANAPOLIS, IND.

VITAL STATISTICS

Population: 1,,254,900
Households: 473,000
Median Age: 32.3
Total EBI: $16,1251,475,000
Median Hshld. EBI: $27,063
Total Retail Sales: $10,530,491,000
Buying Power Index: .5299
Chamber of Commerce: 267-2900
Convention & Visitors Bureau: 639-4282
Telephone Area Code: 317

MEAL & LODGING COSTS

Avg. Daily Lodging: $107.94
Meals: B-$6.22
L-$7.42
D-$13.24

PER DIEM

Total: $134.82
Index: 92

TAX RATES

Meals: 5.0%
Lodging: 10.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Adam's Mark	Indianapolis	248-2481	$98-135
Embassy Suites	Indianapolis	236-1800	$109-144
Embassy Suites-North	Indianapolis	872-7700	$94-144
Guest Quarters Suite Hotel	Carmel	844-7994	$102-117
Hilton-Airport	Indianapolis	244-3361	$65-107
Hilton Hotel	Indianapolis	635-2000	$89-160
Holiday Inn-Airport	Indianapolis	244-6861	$83-110
Holiday Inn-North	Indianapolis	872-9790	$69-90
Holiday Inn-Union Station	Indianapolis	631-2221	$89-128
Hyatt Regency	Indianapolis	632-1234	$140-170
Marriott Courtyard	Castleton	576-9559	$67-77
Marriott Inn	Indianapolis	352-1231	$106-116
Omni Severin	Indianapolis	634-6646	$95-150
Radisson Plaza	Indianapolis	846-2700	$99-115
Sheraton Northeast	Indianapolis	897-4000	$46-70
Westin Hotel	Indianapolis	262-8100	$115-155

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Adam's Mark	Indianapolis	248-2481	
Embassy Suites	Indianapolis	236-1800	$89-119
Hilton-Airport	Indianapolis	244-3361	$58-90
Hilton Hotel	Indianapolis	635-2000	
Holiday Inn-Airport	Indianapolis	244-6861	
Holiday Inn-North	Indianapolis	872-9790	$67-77
Holiday Inn-Union Station	Indianapolis	631-2221	$65-95
Hyatt Regency	Indianapolis	632-1234	$85-115
Marriott Inn	Indianapolis	352-1231	
Omni Severin	Indianapolis	634-6664	$59-145
Radisson Plaza	Indianapolis	846-2700	$65-114
Sheraton Meridian	Indianapolis	924-1241	$60-90
University Place Conf. Center & Hotel	Indianapolis	269-9000	$87-102
Westin Hotel	Indianapolis	262-8100	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Beaulieu	Indianapolis	634-3000	M
Clearwater Inn	Indianapolis	849-3970	M
Eagle's Nest	Indianapolis	632-1234	M
Fletcher's American Grill & Cafe	Indianapolis	632-2500	M
Glass Chimney	Carmel	844-0921	M
Jonathan's Restaurant & Pub	Indianapolis	844-1155	M
King Cole	Indianapolis	638-5588	M
Peter's	Indianapolis	637-9333	M
*St. Elmo's Steak House	Indianapolis	637-1811	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 8 mi. SW
Time: 15 min.
Taxi: $11.00
Limo: $5.00

DAILY AUTO RENTAL

Average Rate: $49.00

Note: An asterisk (*) indicates a 1990 *S&MM* BEDA (Business Executives' Dining Award) winner.

JACKSONVILLE, FLA.

VITAL STATISTICS

Population: 938,000
Households: 357,600
Median Age: 32.2
Total EBI: $12,001,320,000
Median Hshld. EBI: $25,685
Total Retail Sales: $6,920,526,000
Buying Power Index: .3781
Chamber of Commerce: 353-0300
Convention & Visitors Bureau: 353-9736
Telephone Area Code: 904

MEAL & LODGING COSTS

Avg. Daily Lodging: $108.90
Meals: B-$5.25
L-$9.19
D-$18.43

PER DIEM

Total: $141.77
Index: 97

TAX RATES

Meals: 6.5%
Lodging: 10.5%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Holiday Inn-Baymeadows	Jacksonville	737-1700	$66-75
Holiday Inn-East Conference Center	Jacksonville	724-3410	$48-73
The Inn at Baymeadows	Jacksonville	739-0739	$67-150
The Lodge at Ponte Vedra Beach	Ponte Vedra Beach	273-9500	$145-175
Marriott-Jacksonville	Jacksonville	296-2222	$135-145
Omni Jacksonville	Jacksonville	355-6664	$135-160
Park Suites	Jacksonville	731-3555	$95-140
Ramada Inn-Mandarin	Jacksonville	268-8080	$35-52

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Airport Plaza Hotel	Jacksonville	741-4747	
Holiday Inn-Airport	Jacksonville	757-3110	$46-54
Holiday Inn-East	Jacksonville	724-3410	$50-75
Jacksonville Hotel	Jacksonville	398-8800	$48-89
Marina Hotel at St. John's Place	Jacksonville	396-5100	$72-89
Marriott at Sawgrass	Ponte Vedra Beach	285-7777	$95-199
Marriott-Jacksonville	Jacksonville	296-2222	$50-109
Omni Jacksonville	Jacksonville	355-6664	
Ponte Vedra Inn & Club	Ponte Vedra Beach	285-6911	$85-169
Sawgrass Resort	Ponte Vedra Beach	286-2261	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
The Augustine Room	Ponte Vedra Beach	285-7777	M-E
Gabriels	Jacksonville	737-1700	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 17 mi. N
Time: 20-60 min.
Taxi: $19.00
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: $39.00

KANSAS CITY, MO.-KS.

VITAL STATISTICS
Population: 1,585,000
Households: 607,700
Median Age: 33.1
Total EBI: $22,825,388,000
Median Hshld. EBI: $29,370
Total Retail Sales: $11,823,232,000
Buying Power Index: .6800
Chamber of Commerce: 816-221-2424
Convention & Visitors Bureau: 816-221-5242
Telephone Area Code: 816 (Missouri); 913 (Kansas)

MEAL & LODGING COSTS
Avg. Daily Lodging: $113.38
Meals: B-$5.25
L-$9.76
D-$19.06
PER DIEM
Total: $147.45
Index: 101
TAX RATES
Meals: 6.475%
Lodging: 12.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Adam's Mark	Kansas City, MO	737-0200	$67-125
Allis Plaza	Kansas City, MO	421-6800	$95-120
Doubletree-Overland Park	Overland Park, KS	451-6100	$105-142
Embassy Suites	Kansas City, KS	649-7060	$114-134
Embassy Suites-Airport	Kansas City, MO	891-7788	$74-144
Hilton Airport Plaza Inn	Kansas City, MO	891-8900	$74-115
Hilton Plaza Inn	Kansas City, MO	753-7400	$79-122
Hyatt Regency-Crown Center	Kansas City, MO	421-1234	$113-183
Marriott Airport	Kansas City, MO	464-2200	$49-150
Marriott Courtyard	Overland Park, KS	339-9900	$72-84
Marriott Plaza	Kansas City, MO	531-3000	$134-154
Raphael	Kansas City, MO	756-3800	$88-123
Westin Crown Center	Kansas City, MO	474-4400	$114-174

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Adam's Mark	Kansas City, MO	737-0200	
Allis Plaza	Kansas City, MO	421-6800	
Doubletree-Overland Park	Overland Park, KS	451-6100	
Embassy Suites	Kansas City, MO	756-1720	$89-129
Embassy Suites-Airport	Kansas City, MO	891-7788	
Hilton Airport Plaza	Kansas City, MO	891-8900	$59-108
Hilton Plaza Inn	Kansas City, MO	753-7400	$89-129
Hyatt Regency-Crown Center	Kansas City, MO	421-1234	
Marriott Airport	Kansas City, MO	464-2200	$49-120
Marriott Overland Park	Overland Park, KS	451-8000	$65-134
Park Place	Kansas City, MO	483-9900	$60-105
Ramada Hotel-Airport	Kansas City, MO	741-9500	$59-94
Ritz-Carlton	Kansas City, MO	756-1500	$99-175
Westin Crown Center	Kansas City, MO	474-4400	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
The American Restaurant	Kansas City, MO	471-8050	E
*Bristol Bar & Grill	Kansas City, MO	756-0606	M
Dinner Horn Country Inn	Kansas City, MO	436-8700	M
EBT	Kansas City, MO	942-8870	M
*Golden Ox	Kansas City, MO	842-2866	M
The Grill	Kansas City, MO	756-1500	M
Jasper's	Kansas City, MO	363-3003	M
La Mediterranee	Kansas City, MO	561-2916	M
Peppercorn Duck Club	Kansas City, MO	421-1234	M
Stephenson's Apple Farm	Kansas City, MO	373-5400	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 18 mi. NW
Time: 25-40 min.
Taxi: $24.00
Limo: $9.00

DAILY AUTO RENTAL
Average Rate: $45.50

Note: An asterisk (*) indicates a 1990 S&MM BEDA (Business Executives' Dining Award) winner.

KNOXVILLE, TENN.

VITAL STATISTICS
Population: 609,700
Households: 240,100
Median Age: 33.7
Total EBI: $7,175,505,000
Median Hshld. EBI: $22,187
Total Retail Sales: $4,665,861,000
Buying Power Index: .2539
Chamber of Commerce: 637-4550
Convention & Visitors Bureau: 523-2316
Telephone Area Code: 615

MEAL & LODGING COSTS
Avg. Daily Lodging: $76.72
Meals: B-$7.42
L-$10.98
D-$24.84
PER DIEM
Total: $119.96
Index: 82
TAX RATES
Meals: 7.75%
Lodging: 12.75%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Garden Plaza Hotel	Oak Ridge	481-2468	$55-62
Hilton-Knoxville	Knoxville	523-2300	$74-111
Hilton-Knoxville Airport	Alcoa	970-4300	$74-96
Holiday Inn-Cedar Bluff	Knoxville	693-1011	$59-79
Holiday Inn-West	Knoxville	584-3911	$56-97
Holiday Inn-World's Fair	Knoxville	522-2800	$58-91
Hyatt Regency	Knoxville	637-1234	$92-107
Quality Inn West	Knoxville	693-8111	$47-68
Radisson Inn	Knoxville	522-2600	$65-90

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton-Knoxville	Knoxville	523-2300	$55-100
Hilton-Knoxville Airport	Alcoa	970-4300	$55-89
Hyatt Regency	Knoxville	637-1234	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Half Shell House	Knoxville	588-6431	M
The Orangery	Knoxville	588-2964	M
Regas	Knoxville	637-9805	M
Riverview Grille	Knoxville	637-1234	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 12 mi. S
Time: 25-30 min.
Taxi: $14.00
Limo: $12.50

DAILY AUTO RENTAL
Average Rate: $46.00

LAS VEGAS, NEV.

VITAL STATISTICS
Population: 661,400
Households: 271,000
Median Age: 32.6
Total EBI: $8,961,678,000
Median Hshld. EBI: $26,812
Total Retail Sales: $4,900,188,000
Buying Power Index: .2746
Chamber of Commerce: 457-4664
Convention & Visitors Bureau: 733-2323
Telephone Area Code: 702

MEAL & LODGING COSTS
Avg. Daily Lodging: $90.71
Meals: B-$4.94
L-$10.06
D-$17.85
PER DIEM
Total: $123.56
Index: 84
TAX RATES
Meals: 5.0%
Lodging: 7.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Alexis Park Resort	Las Vegas	796-3300	$85
Bally's Las Vegas	Las Vegas	739-4111	$79-150
Desert Inn	Las Vegas	733-4444	$90-175
Four Queens	Las Vegas	385-4011	$47-59
Hilton	Las Vegas	732-5111	$75-160
Hilton Flamingo	Las Vegas	733-3111	$49-119
Holiday Inn Hotel/Casino	Las Vegas	369-5000	$69-89
Mirage	Las Vegas	791-7111	$79-159
Riviera	Las Vegas	734-5110	$59-95
Sahara	Las Vegas	737-2111	$55-95
Showboat	Las Vegas	385-9123	$60-80
Tropicana	Las Vegas	739-2222	$39-125

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Aladdin Hotel & Casino	Las Vegas	736-0111	$45-85
Alexis Park Resort	Las Vegas	796-3300	
Bally's Las Vegas	Las Vegas	739-4111	
Caesars Palace	Las Vegas	731-7110	$85-125
Desert Inn	Las Vegas	733-4444	$95-135
Golden Nugget	Las Vegas	385-7111	
Hacienda Resort Hotel	Las Vegas	739-8911	$40-105
Hilton	Las Vegas	732-5111	$75-160
Hilton Flamingo	Las Vegas	733-3111	
Imperial Palace	Las Vegas	731-3311	$45-125
Mirage	Las Vegas	791-7111	
Riviera	Las Vegas	734-5110	
Sahara	Las Vegas	737-2111	$45-105
Sands	Las Vegas	733-5000	$70-130
Stardust	Las Vegas	732-6111	$45-100
Tropicana	Las Vegas	739-2222	
Union Plaza Hotel & Casino	Las Vegas	386-2110	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Andre's	Las Vegas	385-5016	M
Bacchanal	Las Vegas	734-7110	E
Chin's	Las Vegas	733-8899	M-E
Elaine's	Las Vegas	385-7111	M
Golden Steer Steak House	Las Vegas	384-4470	M

LAS VEGAS (cont.)

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Le Montrachet	Las Vegas	732-5111	M-E
Palace Court	Las Vegas	734-7110	M-E
Pegasus	Las Vegas	796-3300	M-E
Portofino	Las Vegas	733-4444	M-E
Tillerman	Las Vegas	731-4036	M
La Vie En Rose	Las Vegas	733-4444	M-E

AIRPORT-TO-CITY TRANSPORTATION
Distance: 7 mi. S
Time: 35-45 min.
Taxi: $17.00
Limo: $4.25

DAILY AUTO RENTAL
Average Rate: $42.00

LITTLE ROCK-NORTH LITTLE ROCK, ARK.

VITAL STATISTICS
Population: 519,200
Households: 192,000
Median Age: 31.6
Total EBI: $6,277,292,000
Median Hshld. EBI: $24,071
Total Retail Sales: $3,944,461,000
Buying Power Index: .2056
Chamber of Commerce: 374-4871/374-3600
Convention & Visitors Bureau: 376-4781
Telephone Area Code: 501

MEAL & LODGING COSTS
Avg. Daily Lodging: $78.36
Meals: B-$5.14
L-$6.97
D-$16.37
PER DIEM
Total: $106.84
Index: 73
TAX RATES
Meals: 6.0%
Lodging: 10.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Capital Hotel	Little Rock	374-7474	$100-145
Excelsior Hotel	Little Rock	375-5000	$79-99
Hilton inn	Little Rock	664-5020	$67-78
Hilton Inn Riverfront	North Little Rock	371-9000	$61-78
Holiday Inn	North Little Rock	758-1440	$49-73
Holiday Inn-West	Little Rock	223-3000	$66-74
Marriott Courtyard	Little Rock	227-6000	$59-69

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Excelsior Hotel	Little Rock	375-5000	$72-102
Hilton Inn	Little Rock	664-5020	$54-64
Hilton Inn Riverfront	North Little Rock	371-9000	$52-80

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
*Cajun Wharf	Little Rock	375-5351	M
Josephine's	Little Rock	375-5000	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 3.5 mi. SE
Time: 10-15 min.
Taxi: $7.50
Limo: $15.00

DAILY AUTO RENTAL
Average Rate: $42.67

Note: An asterisk (*) indicates a 1990 S&MM BEDA (Business Executives' Dining Award) winner.

LOS ANGELES-LONG BEACH, CAL.

VITAL STATISTICS
Population: 8,813,600
Households: 3,199,600
Median Age: 32.7
Total EBI: $135,162,824,000
Median Hshld. EBI: $30,489
Total Retail Sales: $63,656,604,000
Buying Power Index: 3.8702
Chamber of Commerce: 629-0602/436-1251
Convention & Visitors Bureau: 624-7300/436-3645
Telephone Area Code: 213 (Bel Air/Beverly Hills/Century City/Cerritos/Compton/Culver City/El Segundo/Hawthorne/Hollywood/Inglewood/Long Beach/Los Angeles/Manhattan Beach/Marina Del Rey/Redondo Beach/Santa Monica/Torrance/Venice/West Hollywood/Westwood Village/Whittier); 818 (Arcadia/Burbank/Calabasas/City of Industry/Covina/Monrovia/Pasadena/Sherman Oaks/Universal City/Van Nuys/Woodland Hills); 80[illegible]ancaster/Westlake Village); 714(Pomona)

MEAL & LODGING COSTS
Avg. Daily Lodging: $145.74
Meals: B-$8.55
L-$13.12
D-$27.00
PER DIEM
Total: $194.41
Index: 133
TAX RATES
Meals: 6.75%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Barnabey's	Manhattan Beach	545-8466	$98-118
Bel Age	Los Angeles	854-1111	$245-575
Best Western Airtel Plaza	Van Nuys	997-7676	$99-149
Beverly Hills Hotel	Beverly Hills	276-2251	$170-320
Beverly Plaza	Los Angeles	658-6600	$110-170
Country Inn at Calabasas	Calabasas	887-2900	$84-103
Desert Inn	Lancaster	942-8401	$60-71
Doubletree-Plaza Las Fuentas	Pasadena	792-2727	$79-185
Doubletree Hotel	Marina Del Rey	301-3000	$175-235
Embassy Suites-Arcadia	Arcadia	445-8525	$99-142
Hilton-Pasadena	Pasadena	577-1000	$110-165
Hilton-Whittier	Whittier	945-8511	$90-125
Hilton & Towers	Los Angeles	629-4321	$149-199
Hilton & Towers-Warner Center	Woodland Hills	595-1000	$85-139
Holiday Inn-Monrovia	Monrovia	357-1900	$59-116
Holiday Inn-Pasadena	Pasadena	449-4000	$89-120
Holiday Inn Crowne Plaza-LAX	Inglewood	642-7500	$115-146
Hyatt Regency	Los Angeles	683-1234	$140-215
Marina International	Marina Del Ray	301-2000	$100-180
Marriott Courtyard	Torrance	533-8000	$82-92
Marriott Long Beach Airport	Long Beach	425-5210	$144-159
Marriott Los Angeles Airport	Inglewood	641-5700	$145-170
Marriott Marina Del Rey	Marina Del Rey	822-8555	$139-159
Marriott Torrance	Torrance	316-3636	$119-169
Marriott Warner Center	Woodland Hills	887-4800	$135-163
Mondrian Hotel	Los Angeles	650-8999	$160-475
New Otani Hotel & Garden	Los Angeles	629-1200	$115-170
Portofino Inn	Redondo Beach	379-8481	$130-190
Ramada-West Hollywood	West Hollywood	652-6400	$99-109
Ramada Renaissance	Long Beach	437-5900	$120-160
The Roosevelt Hotel	Hollywood	466-7000	$100-145
Sheraton Grande	Los Angeles	617-1133	$175-250
Sheraton Hotel	Long Beach	436-3000	$105-205
Sheraton Industry Hills Resort	City of Industry	965-0861	$85-115
Sheraton Miramar	Santa Monica	394-3731	$125-195
Sheraton Plaza La Reina	Inglewood	642-1111	$95-185
Sheraton Redondo Beach	Redondo Beach	318-8888	$120-190
Sheraton Universal	Universal City	980-1212	$140-220
Shilo Inn	Pomona	598-0073	$79-95
Sportsmen's Lodge	Studio City	769-4700	$91-111
Stouffer Concourse	Inglewood	216-5858	$135-165
Valadon	West Hollywood	855-1115	$145-215
Westin Bonaventure	Los Angeles	624-1000	$130-200

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Airport Marina Hotel	Inglewood	670-8111	
Best Western Airtel Plaza Hotel	Van Nuys	997-7676	$59-119
Biltmore Hotel	Los Angeles	624-1011	
Century Plaza	Century City	277-2000	$155-270
Cockatoo-The Grand Hotel	Hawthorne	679-2291	
Doubletree Hotel	Marina Del Rey	301-3000	$125-155
Embassy Suites	Covina	915-3441	
Embassy Suites-L.A. Airport	El Segundo	640-3600	$99-124
Four Seasons-Los Angeles	Beverly Hills	273-2222	
Hacienda Hotel	El Segundo	615-0015	
Hilton-Beverly	Beverly Hills	274-7777	
Hilton-Pasadena	Pasadena	577-1000	$97-143
Hilton-University	Los Angeles	748-4141	
Hilton-Valley	Sherman Oaks	981-5400	$79
Hilton & Towers	Los Angeles	629-4321	$156-221
Hilton & Towers-Airport	Inglewood	410-4000	
Hilton & Towers-Universal City	Universal City	506-2500	$125-145
Holiday Inn-Airport	Long Beach	597-4401	$75-85
Holiday Inn-Pasadena	Pasadena	449-4000	$59-95
Holiday Inn Crowne Plaza-LAX	Inglewood	642-7500	
Hyatt at Los Angeles Airport	Inglewood	670-9000	$79-135
Hyatt on Sunset	West Hollywood	656-1234	
Hyatt Regency-Long Beach	Long Beach	491-1234	$89-140
Hyatt Regency-Los Angeles	Los Angeles	683-1234	
Hyatt Westlake Plaza	Westlake Village	497-9991	
Hyatt Wilshire	Los Angeles	381-7411	$95-130
Marina International	Marina Del Ray	301-3000	$90-170
Marriott Century City	Century City	277-2777	$179-269
Marriott Long Beach Airport	Long Beach	425-5210	$69-149
Marriott Los Angeles Airport	Inglewood	641-5700	$65-139
Marriott Torrance	Torrance	316-3636	$58-139
Marriott Warner Center	Woodland Hills	887-4800	$75-135
Pacifica Hotel & Conference Center	Culver City	649-1776	$63-79
Queen Mary Hotel	Long Beach	435-3511	
Radisson Plaza	Manhattan Beach	546-7511	$115-155
Ramada Hotel	Compton	632-1234	$60-90
Ramada Renaissance	Long Beach	437-5900	$88-110
Ritz-Carlton Huntington	Pasadena	568-3160	$135-210
Sheraton Cerritos	Cerritos	809-1500	
Sheraton Grande	Los Angeles	617-1133	
Sheraton Industry Hills Resort	City of Industry	965-0861	$75-135
Sheraton Long Beach	Long Beach	436-3000	

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Sheraton Miramar	Santa Monica	394-3731	$120-165
Sheraton Plaza La Reina	Inglewood	642-1111	$85-150
Sheraton Redondo Beach	Redondo Beach	318-8888	
Sheraton Town House	Los Angeles	382-7171	$80
Sheraton Universal	Universal City	980-1212	$105-145
Stouffer Concourse	Inglewood	216-5858	$85-150
UCLA Conference Services	Los Angeles	825-5305	$57-78
Viscount Hotel	Inglewood	645-4600	$60-68
Westin Bonaventure	Los Angeles	624-1000	$100-160

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Le Bel Age	Los Angeles	854-1111	M-E
Bel-Air Dining Room	Westwood Village	472-1211	M-E
Bernard's	Los Angeles	612-1580	M
Bistro Garden	Beverly Hills	550-3900	M-E
Campanile	Los Angeles	938-1417	M
Cardini	Los Angeles	629-4321	M
Champagne	Los Angeles	470-8446	M
Le Chardonnay	Los Angeles	655-8880	M
La Chaumiere	Century City	277-2000	M-E
Chez Francois	Los Angeles	680-2727	M
Chez Melange	Redondo Beach	540-1222	M
Chez Sateau	Arcadia	446-8806	M
Chronicle	Pasadena	792-1179	M
Il Cielo	Beverly Hills	276-9990	M
City	Los Angeles	938-2155	M
Colette	Beverly Hills	273-1151	M-E
The Dining Room	Beverly Hills	275-5200	M-E
Emilio's	Hollywood	935-4922	M
L'Ermitage	Los Angeles	652-5840	E
L'Escoffier	Beverly Hills	274-7777	M-E
Fennel	Santa Monica	394-2079	M-E
Floreale	Long Beach	437-5900	M
Four Oaks	Bel Air	470-2265	M-E
Gardens	Los Angeles	273-2222	M-E
Granada Room	Lancaster	942-8401	M
J.W.'s	Los Angeles	277-2777	M
Jimmy's	Beverly Hills	879-2394	M-E
Katsu	Los Angeles	665-1891	M-E
*Lawry's The Prime Rib	Beverly Hills	652-2827	M
Locanda Veneta	Los Angeles	274-1893	M
Ma Maison	Los Angeles	655-1991	M-E
Madeo	Los Angeles	859-4903	M
Maldonado's	Pasadena	796-1126	M
The Mandarin	Beverly Hills	272-0267	M-E
Marianne	Pasadena	792-2535	M
Michael's	Santa Monica	451-0845	E
L'Orangerie	Los Angeles	652-9770	E
La Parisienne	Arcadia	357-3359	M
Pazzia	Los Angeles	657-9271	M
Rangoon Racquet Club	Beverly Hills	274-8926	M
Ravel	Los Angeles	617-1133	M-E
Rex Il Ristorante	Los Angeles	627-2300	E
Ristorante Chianti & Cucina	Hollywood	653-8333	M
72 Market St.	Venice	392-8720	M
The Tower	Los Angeles	746-1446	M-E
Tribeca	Beverly Hills	271-1595	M
Tulipe	Los Angeles	655-7400	M-E
Valentino	Santa Monica	829-4313	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 15 mi. SW
Time: 30-35 min.
Taxi: $26.50
Limo: $11.00

DAILY AUTO RENTAL

Average Rate: $47.25

Note: An asterisk (*) indicates a 1990 *S&MM* BEDA (Business Executives' Dining Award) winner.

LOUISVILLE, KY.

VITAL STATISTICS

Population: 967,500
Households: 365,100
Median Age: 32.7
Total EBI: $11,688,076,000
Median Hshld. EBI: $24,505
Total Retail Sales: $6,876,449,000
Buying Power Index: .3752
Chamber of Commerce: 566-5000
Convention & Visitors Bureau: 584-2121
Telephone Area Code: 502 (Kentucky); 812 (Indiana)

MEAL & LODGING COSTS

Avg. Daily Lodging: $81.12
Meals: B-$5.01
L-$9.14
D-$15.46

PER DIEM
Total: $110.73
Index: 76

TAX RATES
Meals: 6.0%
Lodging: 10.25%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
The Brown (a Hilton Hotel)	Louisville	583-1234	$95-140
Executive Inn	Louisville	367-6161	$62-80
Executive Inn-West	Louisville	367-2251	$59-72
Galt House	Louisville	589-5200	$75-100
Galt House-East	Louisville	589-3300	$95-125
Holiday Inn-Airport East	Louisville	452-6361	$58-69
Holiday Inn-Downtown	Louisville	582-2241	$71-80
Holiday Inn-Hurstbourne	Louisville	426-2600	$79-89
Holiday Inn-New Albany	New Albany, IN	945-2771	$49-58
Holiday Inn-Rivermont Centre	Louisville	897-5101	$64-72
Holiday Inn-Southeast	Louisville	454-0451	$45-63
Holiday Inn-Southwest	Louisville	448-2020	$52-59
Hurstbourne	Louisville	491-4830	$62-82
Hyatt Regency Louisville	Louisville	587-3434	$69-129
Marriott Courtyard	Louisville	429-0006	$64-74
Radisson Hotel	Louisville	499-6220	$66-110
Seelbach (a Doubletree Hotel)	Louisville	585-3200	$106-185

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
The Brown (a Hilton Hotel)	Louisville	583-1234	
Executive Inn	Louisville	367-6161	$64-74
Executive Inn-West	Louisville	367-2251	$60-74
Galt House	Louisville	589-5200	$65-100
Hurstbourne	Louisville	491-4830	$56-68
Hyatt Regency Louisville	Louisville	587-3434	$65-110
Radisson Hotel	Jeffersontown	499-6220	$70-110

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
The Atrium at Hasenour's	Louisville	456-6789	M
*Casa Grisanti	Louisville	584-4377	M
Empire Room	Louisville	367-6161	M
English Grill	Louisville	583-1234	M
Flagship	Louisville	589-5200	M
Fred Grisanti's	Louisville	267-0050	M
Hasenour's	Louisville	451-5210	M
Kunz's	Louisville	585-5555	M
Mamma Grisanti	Louisville	893-0141	M
Oak Room	Louisville	585-3200	M
Vincenzo's	Louisville	580-1350	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. S
Time: 15-20 min
Taxi: $10.00
Limo: $4.50

DAILY AUTO RENTAL

Average Rate: $48.00

Note: An asterisk (*) indicates a 1990 *S&MM* BEDA (Business Executives' Dining Award) winner.

MANCHESTER-NASHUA, N.H.

VITAL STATISTICS

Population: 333,100
Households: 124,200
Median Age: 32.6
Total EBI: $5,935,216,000
Median Hshld. EBI: $38,856
Total Retail Sales: $3,545,093,000
Buying Power Index: .1787
Chamber of Commerce: 625-5753/891-2471
Convention & Visitors Bureau: 625-5753/891-2471
Telephone Area Code: 603

MEAL & LODGING COSTS

Avg. Daily Lodging: $98.70
Meals: B-N.A.
L-N.A.
D-N.A.

PER DIEM
Total: N.A.
Index: N.A.

TAX RATES
Meals: None
Lodging: 8.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Clarion Somerset	Nashua	886-1200	$92-112
Holiday Inn-The Center	Manchester	625-1000	$76-102
Marriott-Nashua	Nashua	880-9100	$99-109
Sheraton Tara	Nashua	888-9970	$85-126
Sheraton Tara Wayfarer Inn	Bedford	622-3766	$79-107

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Clarion Somerset	Nashua	886-1200	$68-98
Hilton at Merrimack	Merrimack	424-6181	$55-80
Sheraton Tara	Nashua	888-9970	$75-116
Sheraton Tara Wayfarer Inn	Manchester	622-3766	$60-90

MANCHESTER-NASHUA (cont.)

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Bedford Village Inn	Bedford	472-2602	M
Levi Lowell's	Merrimack	429-0885	M
Upper Crust	Nashua	888-9970	M
Wayfarer	Manchester	622-3766	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 5 mi. SE
Time: 15 min
Taxi: $9.00
Limo: $45.00

DAILY AUTO RENTAL
Average Rate: $41.67

MEMPHIS, TENN.

VITAL STATISTICS
Population: 986,300
Households: 360,700
Median Age: 30.9
Total EBI: $11,236,370,000
Median Hshld. EBI: $23,015
Total Retail Sales: $6,593,734,000
Buying Power Index: .3648
Chamber of Commerce: 523-2322
Convention & Visitors Bureau: 576-8181
Telephone Area Code: 901; 501 (Arkansas)

MEAL & LODGING COSTS
Avg. Daily Lodging: $90.75
Meals: B-$5.94
L-$7.53
D-$18.83
PER DIEM
Total: $123.05
Index: 84
TAX RATES
Meals: 7.75%
Lodging: 12.75%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Embassy Suites	Memphis	684-1777	$119-149
French Quarter Suites	Memphis	728-4000	$92-127
Hilton Inn-Memphis Airport	Memphis	332-1130	$71-111
Holiday Inn-Airport/Graceland	Memphis	398-9211	$51-69
Holiday Inn-East	Memphis	682-7881	$60-90
Holiday Inn-West Memphis	West Memphis, AR	735-4055	$49-69
Holiday Inn Crowne Plaza	Memphis	527-7300	$85-125
Marriott Courtyard	Memphis	761-0330	$64-74
Marriott Memphis	Memphis	362-6200	$125-135
Omni Hotel	Memphis	684-6664	$99-114
Radisson Ridgeway	Memphis	766-4000	$70-80
Sheraton Inn-Airport	Memphis	332-2370	$74-76

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Inn-Memphis Airport	Memphis	332-1130	$55-75
Marriott Memphis	Memphis	362-6200	
Omni Hotel	Memphis	684-6664	
The Peabody	Memphis	529-4000	$80-160
Sheraton Inn-Airport	Memphis	332-2370	$49-69

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Dux	Memphis	529-4000	M
Grisanti's	Memphis	458-2648	M
Hemmings	Germantown	757-8323	M
*Justine's	Memphis	527-3815	M
Paulette's	Memphis	726-5128	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 9 mi. SE
Time: 15-20 min.
Taxi: $14.50
Limo: $6.00

DAILY AUTO RENTAL
Average Rate: $43.75

Note: An asterisk (*) indicates a 1990 *S&MM* BEDA (Business Executives' Dining Award) Winner

MIAMI-HIALEAH, FLA.

VITAL STATISTICS
Population: 1,885,900
Households: 726,400
Median Age: 37.7
Total EBI: $24,874,562,000
Median Hshld. EBI: $24,701
Total Retail Sales: $13,459,450,000
Buying Power Index: .7637
Chamber of Commerce: 350-7700/887-1515
Convention & Visitors Bureau: 573-4300
Telephone Area Code: 305

MEAL & LODGING COSTS
Avg. Daily Lodging: $142.46
Meals: B-$6.90
L-$10.62
D-$21.91
PER DIEM
Total: $181.89
Index: 124
TAX RATES
Meals: 6.0%
Lodging: 12.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Airport Regency	Miami	441-1600	$55-105
The Alexander	Miami Beach	865-6500	$255-525
Biltmore	Coral Gables	445-1926	$155-220
David William	Coral Gables	445-7821	$105-115
Doubletree Coconut Grove	Miami	858-2500	$115-175
Embassy Suites-Airport	Miami Springs	634-5000	$109-169
Fontainebleau Hilton Resort & Spa	Miami Beach	538-2000	$160-250
Hilton Airport & Marina	Miami	262-1000	$135-180
Holiday Inn-Calder/ Joe Robbie Stadium	Miami	621-5801	$59-109
Holiday Inn-Downtown	Coral Gables	443-2301	$79-94
Holiday Inn-Lejeune Center	Miami	446-9000	$79-95
Holiday Inn-Newport Pier	Miami Beach	949-1300	$115-155
Holiday Inn-Oceanside Convention Center	Miami Beach	534-1511	$78-110
Hotel Inter-Continental	Miami	577-1000	$120-180
Hotel Mia	Miami	871-4100	$104-149
Hotel Place St. Michel	Coral Gables	444-1666	$90-105
Hyatt Regency	Coral Gables	441-1234	$160-220
Marriott Biscayne Bay Hotel & Marina	Miami	374-3900	$140-160
Marriott Dadeland	Miami	663-1035	$140
Marriott Miami Airport	Miami	649-5000	$59-158
Omni International	Miami	374-0000	$110-160
Radisson Mart Plaza	Miami	261-3800	$100-140
Sheraton Bal Harbour	Bal Harbour	865-7511	$160-295
Sheraton Brickell Point	Miami	373-6000	$105-162
Sheraton River House-Airport	Miami	871-3800	$90-160
Sofitel	Miami	264-4888	$95-135

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Biltmore Hotel	Coral Gables	445-1926	$85-175
Deauville Hotel	Miami Beach	865-8511	$45-65
Doral Ocean Beach	Miami Beach	532-3600	
Doral Resort & Country Club	Miami	592-2000	80-230
Eden Roc Resort	Miami Beach	531-0000	$60-80
Embassy Suites-Airport	Miami Springs	634-5000	
Fontainebleau Hilton Resort & Spa	Miami Beach	538-2000	
Hilton Airport & Marina	Miami	262-1000	
Hotel Inter-Continental	Miami	577-1000	
Hyatt Regency	Coral Gables	441-1234	$100-210
Hyatt Regency Miami	Miami	358-1234	$90-135
Marriott Biscayne Bay Hotel & Marina	Miami	374-3900	$99-160
Marriott Miami Airport	Miami	649-5000	
Miami Lakes Inn	Miami Lakes	821-1150	
Omni International	Miami	374-0000	
Sheraton Bal Harbour	Bal Harbour	865-7511	$100-220
Sheraton Brickell Point	Miami	373-6000	
Sheraton River House-Airport	Miami	871-3800	$75-115
Sonesta Beach Hotel	Key Biscayne	361-2021	$100-255
Turnberry Isle (a Rafael Resort)	Aventura	932-6200	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Alfredo L'Oiginale Di Roma	Miami Beach	532-3600	M
Aragon Cafe	Coral Gables	441-2600	M
Cafe Chauveron	Bay Harbor Island	866-8779	M
Charade	Coral Gables	448-6077	M
Chef Allen's	North Miami Beach	935-2900	M
The Dining Galleries	Miami Beach	538-2000	M
Dominique's	Miami Beach	865-6500	M-E
La Fenice	Coral Gables	445-6603	M
Le Festival	Coral Gables	442-8545	M
The Forge	Miami Beach	538-8533	M
Italian Pavilion	Coral Gables	445-1926	M
*Joe's Stone Crab	Miami Beach	673-0365	
Louisiana	Coral Gables	445-0481	M
Le Manoir	Coral Gables	442-1990	M
Mayfair Grill	Coconut Grove	441-0000	M-E
Reflections On The Bay	Miami	371-6433	M
Ristorante Tiberio	Bal Harbour	861-6161	M-E
Il Tulipano	Miami	893-4811	M-E
Vinton's	Coral Gables	445-2511	M-E

AIRPORT-TO-CITY TRANSPORTATION
Distance: 7 mi. NW
Time: 20-30 min
Taxi: $13.00
Limo: N.A.

DAILY AUTO RENTAL
Average Rate: $30.00

Note: An asterisk (*) indicates a 1990 S&MM BEDA (Business Executives' Dining Award) winner.

MILWAUKEE, WISC.

VITAL STATISTICS
Population: 1,404,400
Households: 544,100
Median Age: 32.9
Total EBI: $20,866,517,000
Median Hshld. EBI: $30,651
Total Retail Sales: $10,484,091,000
Buying Power Index: .6127
Chamber of Commerce: 273-3000
Convention & Visitors Bureau: 800-231-0903/273-3950
Telephone Area Code: 414

MEAL & LODGING COSTS
Avg. Daily Lodging: $113.21
Meals: B-$5.94
L-$9.70
D-$19.86

PER DIEM
Total: $148.71
Index: 102

TAX RATES
Meals: 5.5%
Lodging: 12.5%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Midway Motor Lodge	Wauwatosa	774-3600	$68-91
Country Inn	Pewaukee	547-0201	$65-70
Embassy Suites-West	Brookfield	782-2900	$94-500
Grand Hotel	Milwaukee	481-8000	$55-125
Holiday Inn-Waukesha	Waukesha	786-0460	$54-75
Howard Johnson Plaza	Milwaukee	273-2950	$45-103
Hyatt Regency	Milwaukee	276-1234	$95-157
Marriott Hotel	Brookfield	786-1100	$98-127
Pfister Hotel	Milwaukee	273-8222	$125-145
Sheraton Inn North	Brown Deer	355-8585	$70-105
Sheraton Mayfair	Wauwatosa	257-3400	$71-91
Wyndham Milwaukee Center	Milwaukee	276-8686	$129-159

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Grand Hotel	Milwaukee	481-8000	$64-135
Hyatt Regency	Milwaukee	276-1234	$79-148
Marc Plaza	Milwaukee	271-7250	$80-130
Marriott Hotel	Brookfield	786-1100	$80-100
Pfister Hotel	Milwaukee	273-8222	$85-110
Wyndham Milwaukee Center	Milwaukee	276-8686	$55-145

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Border's on-the-River	Mequon	242-0335	M
Boulevard Inn	Milwaukee	445-4221	M
English Room	Milwaukee	273-8222	M-E
Fleur De Lis	Milwaukee	278-8030	M
Grenadier's	Milwaukee	276-0747	M
Harold's	Milwaukee	481-8000	M-E
John Byron's	Milwaukee	291-5220	M
John Ernst's	Milwaukee	273-1818	M
*Karl Ratzsch's	Milwaukee	276-2720	M
*Mader's	Milwaukee	271-3337	M
Pandl's in Bayside	Milwaukee	352-7300	M

AIRPORT-TO-CITY-TRANSPORTATION
Distance: 7 mi. S
Time: 15-25 min.
Taxi: $15.00
Limo: $6.50

DAILY AUTO RENTAL
Average Rate: $41.25

Note: An asterisk (*) indicates a 1990 S&MM BEDA (Business Executives' Dining Award) winner.

MINNEAPOLIS-ST.PAUL, MINN.

VITAL STATISTICS
Population: 2,402,800
Households: 918,700
Median Age: 31.6
Total EBI: $37,405,475,000
Median Hshld. EBI: $32,462
Total Retail Sales: $19,998,198,000
Buying Power Index: 1.1099
Chamber of Commerce: 370-9132
Convention & Visitors Bureau: 348-4313
Telephone Area Code: 612

MEAL & LODGING COSTS
Avg. Daily Lodging: $97.61
Meals: B-$8.27
L-$9.76
D-$20.89

PER DIEM
Total: $136.53
Index: 93

TAX RATES
Meals: 6.5%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Thunderbird	Bloomington	854-3411	$61-76
Days Inn	Brooklyn Center	566-4140	$46-62
Embassy Suites	Minneapolis	333-3111	$115-130
Embassy Suites	St. Paul	224-5400	$89-99
Embassy Suites-Airport	Bloomington	854-1000	$119-129
Embassy Suites-Bloomington	Bloomington	884-4811	$89-135
Hilton Airport	Bloomington	854-2100	$80-130
Hilton Metrodome	Minneapolis	331-1900	$72-92
Holiday Inn-Airport	Bloomington	854-9000	$63-90
Holiday Inn-East	St. Paul	731-2220	$71-81
Holiday Inn-Metrodome	Minneapolis	333-4646	$79-89
Holiday Inn-North	Brooklyn Center	566-4140	$59-87
Holiday Inn-Roseville	Roseville	636-4567	$55-63
Holiday Inn-Shoreview	Shoreview	482-0402	$58-72
Holiday Inn-West	St. Louis Park	593-1918	$76-86
Hyatt Regency	Minneapolis	370-1234	$145-180
Luxeford Hotel	Minneapolis	332-6800	$110-120
The Marquette	Minneapolis	332-2351	$135-150
Marriott City Center	Minneapolis	349-4000	$144-164
Marriott Courtyard	Mendota Heights	452-2000	$66-92
Marriott Minneapolis	Minneapolis	854-7441	$79-125
Marriott Southwest	Minnetonka	935-5500	$115-125
Omni Northstar	Minneapolis	338-2288	$105-140
Plymouth Place	Plymouth	553-1600	$65-75
Radisson-St. Paul	St. Paul	292-1900	$93-103
Radisson Hotel-Minnetonka	Minnetonka	593-0000	$79-99
Radisson Hotel-South	Bloomington	835-7800	$80-105
Radisson Metrodome	Minneapolis	379-8888	$78-100
Radisson Plaza	Minneapolis	339-4900	$119
Ramada Inn-St. Paul	St. Paul	735-2330	$58-78
The Registry	Bloomington	854-2244	$100-125
The Scanticon	Plymouth	559-6600	$98-114
Sheraton Airport	Bloomington	854-1771	$59-84
Sheraton Midway	St. Paul	642-1234	$69-89
Sheraton Northwest	Brooklyn Park	566-8855	$59-89
Sheraton Park Place	Minneapolis	542-8600	$70-88
Sofitel	Bloomington	835-1900	$105-135
The Whitney	Minneapolis	339-9300	$150-160

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Best Western NorthwestInn	Brooklyn Park	566-8855	$45-69
Earle Brown Continuing Education Center	St. Paul	624-3275	
Earle Brown Heritage Center	Brooklyn Center	569-6300	
Embassy Suites-Bloomington	Bloomington	884-4811	$89-104
Hilton Airport	Bloomington	854-2100	$75-115
Hilton Metrodome	Minneapolis	331-1900	$57-75
Holiday Inn-Airport	Bloomington	854-9000	$58-90
Holiday Inn-Downtown	Minneapolis	332-0371	$56-90
Holiday Inn-Metrodome	Minneapolis	333-4646	$60-95
Holiday Inn-Roseville	Roseville	636-4567	$49-65
Hyatt Regency	Minneapolis	370-1234	
The Marquette	Minneapolis	332-2351	$80-135
Marriott Bloomington	Bloomington	854-7441	$55-109
Marriott City Center	Minneapolis	349-4000	$79-159
Marriott Southwest	Minnetonka	935-5500	$50-129
Normandy Inn	Minneapolis	370-1400	$50-66
Northland Inn	Brooklyn Park	536-8300	$150-185
Radisson-St. Paul	St. Paul	292-1900	$68-90
Radisson Hotel-Minnetonka	Minnetonka	593-0000	$65-85
Radisson Hotel-South	Bloomington	835-7800	
Radisson Metrodome	Minneapolis	379-8888	
Ramada Inn-St. Paul	St. Paul	735-2330	$58-78
The Registry	Bloomington	854-2244	$80-90
Riverwood Conference Center	Monticello	441-6833	$49-109
St. Paul Civic Center	St. Paul	224-7361	
The Scanticon	Plymouth	559-6600	$140-177
Sheraton Airport	Bloomington	854-1771	$49-69
Sheraton Park Place	Minneapolis	542-8600	$65-85
Sofitel	Bloomington	835-1900	$89-139

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Blue Horse	St. Paul	645-8101	M
Le Cafe Royal	Minneapolis	835-0126	M
*Eddie Webster's	Bloomington	854-4056	
510	Minneapolis	874-6440	M-E
Forepaugh's	St. Paul	224-5606	M
Gustino's	Minneapolis	349-4000	M
Jax Cafe	Minneapolis	789-7297	M
Kincaid's	Bloomington	921-2255	M
Latour	Minneapolis	854-2244	M
Lexington	St. Paul	222-5878	M
Lord Fletcher's of the Lake	Spring Park	471-8513	M
*Murray's	Minneapolis	339-0909	M
Rosewood Room	Minneapolis	388-2288	M
Venetian Inn	St. Paul	484-7215	M
Whitney Grille	Minneapolis	339-9300	M
Willow's	Minneapolis	370-1234	M
Windows on Minnesota	Minneapolis	349-6250	M

MINNEAPOLIS-ST. PAUL (cont.)

AIRPORT-TO-CITY TRANSPORTATION
Distance: 13 mi. SE
Time: 20-30 min.
Taxi: $18.00
Limo: $7.50

DAILY AUTO RENTAL
Average Rate: $4[illegible].00

Note: An asterisk (*) indicates a 1990 *S&MM* BEDA (Business Executives' Dining Award) winner.

NASHVILLE, TENN.

VITAL STATISTICS
Population: 987,600
Households: 376,000
Median Age: 32.8
Total EBI: $13,179,209,000
Median Hshld. EBI: $26,921
Total Retail Sales: $7,787,364,000
Buying Power Index: .4152
Chamber of Commerce: 259-3900
Convention & Visitors Bureau: 259-3900
Telephone Area Code: 615

MEAL & LODGING COSTS
Avg. Daily Lodging: $95.19
Meals: B-$6.62
L-$12.67
D-$21.22
PER DIEM
Total: $135.70
Index: 65
TAX RATES
Meals: 7.75%
Lodging: 11.75%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Wayside Inn	Murfreesboro	896-2320	$29-70
Doubletree Hotel	Nashville	244-8200	$99-134
Elm Hill Inn	Nashville	889-8910	$79-99
Guest Quarters	Nashville	889-8889	$90-140
Holiday Inn	Brentwood	373-2600	$66-76
Holiday Inn	Murfreesboro	896-2420	$50-80
Howard Johnson-North	Nashville	226-4600	$40-68
Hyatt Regency	Nashville	259-1234	$110-160
Marriott Courtyard-Airport	Nashville	883-9500	$68-78
Marriott Courtyard-Brentwood	Brentwood	371-9200	$66-76
Marriott Nashville	Nashville	889-9300	$105-132
Maxwell House (a Clarion Hotel)	Nashville	259-4343	$92-118
Opryland Hotel	Nashville	889-1000	$149-179
Park Suites	Nashville	871-0033	$104-119
Quality Inn-Airport Opryland	Nashville	361-7666	$53-65
Ramada Inn-Airport	Nashville	361-0102	$42-65
Sheraton-Music City	Nashville	885-2200	$93-150
Stouffer Nashville	Nashville	255-8400	$129-154

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Doubletree Hotel	Nashville	244-8200	
Hyatt Regency	Nashville	259-1234	
Loews Vanderbilt Plaza	Nashville	320-1700	$65-115
Marriott Nashville	Nashville	889-9300	$79-130
Maxwell House (a Clarion Hotel)	Nashville	259-4343	$59-90
Opryland Hotel	Nashville	889-1000	
Park Suites	Nashville	871-0033	
Ramada Inn-Airport	Nashville	361-0102	$34-42
Sheraton-Music City	Nashville	885-2200	$70-139
Stouffer Nashville	Nashville	255-8400	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Chancellor's	Nashville	320-1700	M
Crown Court	Nashville	259-4343	M
Hermitage Dining Room	Nashville	244-3121	M
Julian's	Nashville	327-2412	M-E
Mario's	Nashville	327-3232	M
Maude's Courtyard	Nashville	320-0543	M
The Merchants	Nashville	254-1892	M
Old Hickory Room	Nashville	889-1000	M-E
Sperry's	Nashville	353-0809	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 10 mi. SE
Time: 15-45 min.
Taxi: $13.00
Limo: $8.00

DAILY AUTO RENTAL
Average Rate: $44.00

NASSAU-SUFFOLK, N.Y.

VITAL STATISTICS
Population: 2,669,900
Households: 881,400
Median Age: 34.9
Total EBI: $51,030,361,000
Median Hshld. EBI: $45,711
Total Retail Sales: $26,160,167,000
Buying Power Index: 1.4458
Chamber of Commerce: 499-4400
Convention & Visitors Bureau: 794-4222
Telephone Area Code: 516

MEAL & LODGING COSTS
Avg. Daily Lodging: $204.50
Meals: B-$8.27
L-$12.92
D-$25.11
PER DIEM
Total: $190.91
Index: 130
TAX RATES
Meals: 7.50-8.25%
Lodging: 8.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
East Norwich Inn	East Norwich	922-1500	$105-140
Gurney's Inn Resort & Spa	Montauk	668-2345	$250-310
Hampton Maid	Hampton Bays	728-4166	$90-110
Holiday Inn-MacArthur Airport	Ronkonkoma	585-9500	$95-125
Holiday Inn-Westbury	Westbury	997-5000	$105-125
Island Inn	Westbury	228-9500	$115-140
Marriott-Long Island	Uniondale	794-3800	$155-185
Montauk Yacht Club & Inn	Star Island	668-3100	$245-275
Radisson Inn	Hauppauge	232-3300	$120-180
Sheraton Smithtown	Smithtown	231-1100	$124-170

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Garden City Hotel	Garden City	747-3000	$160-220
Harrison Conference Center	Glen Cove	671-6400	
Hilton Huntington	Melville	845-1000	
Marriott-Long Island	Uniondale	794-3800	$80-140
Marriott Wind Watch Hotel	Hauppauge	232-9800	$105-145
Montauk Yacht Club & Inn	Star Island	668-3100	$125-225
Radisson Plaza Hotel	Melville	755-4000	
Sheraton Smithtown	Smithtown	231-1100	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Arturo's	Bellerose	352-7418	M
Bryant & Cooper Steak House	Roslyn	627-7270	M
Cafe Pronto	Westbury	333-1335	M
Capriccio	Jericho	931-2727	M
L'Endroit	East Hills	621-6630	M
Georgio	Garden City	747-3056	M
Lincoln Inn	Rockville Centre	536-6022	M
Maidstone Arms	East Hampton	324-5006	M
La Marmite	Williston Park	746-1243	M
La Mascotte	Commack	499-6446	M-E
Ram's Head Inn	Shelter Island Heights	749-0811	M
Riverview	Oakdale	589-2694	M
Ross' North Fork	Southhold	765-[illegible]111	M
1770 House	East Hampton	324-1770	M-E
Steve's Pier 1	Bayville	628-2153	M
Three Village Inn	Stony Brook	751-0555	M
Westbury Manor	Westbury	333-7117	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: (Distances, times, and
Time: rates vary widely, depending
Taxi: on airport—JFK, LaGuardia, or
Limo: MacArthur—and destination.)

DAILY AUTO RENTAL
Average Rate: $44.69

NEW HAVEN-WATERBURY-MERIDEN, CONN.

VITAL STATISTICS
Population: 801,300
Households: 299,700
Median Age: 34.9
Total EBI: $13,186,116,000
Median Hshld. EBI: $34,456
Total Retail Sales: $6,754,452,000
Buying Power Index: .3824
Chamber of Commerce: 787-6735/757-0701/235-7901
Convention & Visitors Bureau: 777-8550/597-9527/630-4105
Telephone Area Code: 203

MEAL & LODGING COSTS
Avg. Daily Lodging: $87.50
Meals: B-$6.23
L-$9.29
D-$19.44
PER DIEM
Total: $122.46
Index: 84
TAX RATES
Meals: 8.0%
Lodging: 8.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Sheraton Waterbury	Waterbury	573-1001	$68-107

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Park Plaza Hotel	New Haven	772-1700	$55-80
Sheraton Waterbury	Waterbury	573-1001	$80-107

RESTAURANTS**

NAME	CITY	PHONE	PRICE CODE
500 Blake St.	Westville	387-0500	M
Millpond Taverne	Northford	484-9316	M
La Mirage	North Haven	239-1961	M
Top of the Park	New Haven	772-1700	M
Verdolini's	Meriden	235-5317	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 3.5 mi. SE
Time: 15 min.
Taxi: $3.00
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: $46.00

** None of the restaurants in this metro area meet the established criteria for inclusion in the *SMBP*'s listings. Therefore, a sampling of local restaurants has been selected independently.

NEW ORLEANS, LA.

VITAL STATISTICS

Population: 1,311,800
Households: 488,900
Median Age: 31.1
Total EBI: $14,476,039,000
Median Hshld. EBI: $22,425
Total Retail Sales: $9,055,616,000
Buying Power Index: .4827
Chamber of Commerce: 527-6900
Convention & Visitors Bureau: 566-5068
Telephone Area Code: 504

MEAL & LODGING COSTS

Avg. Daily Lodging: $130.69
Meals: B-$7.36
L-$11.59
D-$24.09

PER DIEM

Total: $173.73
Index: 119

TAX RATES

Meals: 9.0%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Clarion New Orleans	New Orleans	522-4500	$91-141
Dauphine Orleans	(French Quarter)	586-1800	$100-120
Hilton Airport	Kenner	469-5000	$97-129
Hilton Riverside & Towers	New Orleans	561-0500	$135-205
Holiday Inn-Airport	Kenner	467-5611	$62-91
Holiday Inn-Chateau le Moyne	(French Quarter)	581-1303	$87-135
Holiday Inn Crowne Plaza	New Orleans	525-9444	$100-160
Hyatt Regency	New Orleans	561-1234	$145-165
Maison Dupuy	(French Quarter)	586-8000	$100-150
Le Meridien	New Orleans	525-6500	$135-180
Le Pavillon	New Orleans	581-3111	$79-89
Pontchartrain	New Orleans	524-0581	$105-135
Le Richelieu	(French Quarter)	529-2492	$70-105
Royal Sonesta	(French Quarter)	586-0300	$120-240
Sheraton New Orleans	New Orleans	525-2500	$119-180
Westin Canal Place	New Orleans	566-7006	$165-247

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Clarion New Orleans	New Orleans	522-4500	$91-143
Doubletree Hotel	New Orleans	581-1300	$92-150
Fairmont Hotel	New Orleans	529-7111	$125-195
Hilton Airport	Kenner	469-5000	$89-109
Hilton Riverside & Towers	New Orleans	561-0500	
Hotel Inter-Continental	New Orleans	525-5566	$90-145
Hyatt Regency	New Orleans	561-1234	
Landmark Hotel & Towers	Metairie	888-9500	
Marriott New Orleans	New Orleans	581-1000	$79-210
Meridien	New Orleans	525-6500	
Monteleone	(French Quarter)	523-3341	
Omni Royal Orleans	(French Quarter)	529-5333	$80-150
Royal Sonesta Hotel	(French Quarter)	586-0300	$115-185
Sheraton New Orleans	New Orleans	525-2500	
Westin Canal Place	New Orleans	566-7006	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Andrea's	Metairie	834-8583	M
*Antoine's	(French Quarter)	581-4422	M-E
*Arnaud's	(French Quarter)	523-5433	M-E
*Brennan's	(French Quarter)	525-9711	M-E
Broussard's	(French Quarter)	581-3866	M
Caribbean Room	New Orleans	524-3178	M-E
Christian's	New Orleans	482-4924	M
*Commander's Palace	New Orleans	899-8221	M-E
*Court of Two Sisters	(French Quarter)	522-7261	M
Crozier's Restaurant Francais	Metaire	833-8108	M
Delmonico	New Orleans	523-9307	M
*Galatoire's	(French Quarter)	525-2021	M
Grill Room	New Orleans	523-6000	M-E
Le Jardin	New Orleans	566-7006	M-E
*K-Paul's Louisiana Kitchen	(French Quarter)	942-7538	
Mr. B's	(French Quarter)	523-2076	M
Moran's Riverside	(French Quarter)	529-1583	M
*Pascal Manale's	New Orleans	895-4877	
Rib Room	(French Quarter)	529-7045	M
La Riviera	Metairie	886-6238	M
*Le Ruth's	Gretna	362-4914	M-E
*Ruth's Chris Steak House	New Orleans	888-3600	
Santa Fe	New Orleans	944-6854	M
Sazerac	New Orleans	529-7111	M-E
Versailie	New Orleans	524-2535	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 14 mi. W
Time: 30-40 min.
Taxi: $18.00
Limo: $7.00

DAILY AUTO RENTAL

Average Rate: $43.50

Note: An asterisk (*) indicates a 1990 *S&MM* BEDA (Business Executives' Dining Award) winner.

NEW YORK, N.Y.

VITAL STATISTICS

Population: 8,602,100
Households: 3,484,500
Median Age: 35.5
Total EBI: $132,059,479,000
Median Hshld. EBI: $25,129
Total Retail Sales: $48,121,117,000
Buying Power Index: 3.5355
Chamber of Commerce: 493-7400
Convention & Visitors Bureau: 397-8200
Telephone Area Code: 212 (Manhattan); 718 (Brooklyn & Queens)

MEAL & LODGING COSTS

Avg. Daily Lodging: $218.98
Meals: B-$11.62
L-$18.59
D-$35.70

PER DIEM

Total: $284.89
Index: 195

TAX RATES

Meals: 8.25%
Lodging: 19.25%

HOTELS/MOTELS

NAME	BOROUGH	PHONE	RATES
Algonquin	Manhattan	840-6800	$165-185
Beekman Towers	Manhattan	355-7300	$175-195
Doral Court	Manhattan	685-1100	$155-200
Doral Tuscany	Manhattan	686-1600	$205-225
Drake Swissôtel	Manhattan	421-0900	$215-270
Grand Hyatt	Manhattan	883-1234	$210-280
Halloran House	Manhattan	755-4000	$160-205
Helmsley Park Lane	Manhattan	371-4000	$195-285
Hilton & Towers-Rockefeller Center	Manhattan	586-7000	$180-275
Holiday Inn-JFK Airport	Queens	659-0200	$145-195
Hotel Inter-Continental	Manhattan	755-5900	$215-275
The Mark	Manhattan	744-4300	$230-290
Marriott LaGuardia	Queens	565-8900	$129-190
Marriott Marquis	Manhattan	398-1900	$220-270
Mayfair Regent	Manhattan	288-0800	$255-295
Morgans	Manhattan	686-0300	$160-220
New York Helmsley	Manhattan	490-8900	$180-255
Novotel	Manhattan	315-0100	$149-179
Omni Berkshire Place	Manhattan	753-5800	$230-280
The Paramount	Manhattan	764-5500	$110-165
Ritz-Carlton	Manhattan	757-1900	$230-375
Shelburne Murray Hill	Manhattan	689-5200	
Sheraton Park Avenue	Manhattan	685-7676	$195-285
Westbury	Manhattan	535-2000	$240-290

MEETING SITES/CONFERENCE CENTERS

NAME	BOROUGH	PHONE	GROUP RATES
Doral Inn	Manhattan	755-1200	$130
Drake Swissôtel	Manhattan	421-0900	$145-265
Embassy Suites	Manhattan	719-1600	$209-329
Grand Hyatt	Manhattan	883-1234	$165-230
Hilton & Towers-Rockefeller Center	Manhattan	586-7000	
Holiday Inn-JFK Airport	Queens	659-0200	
Holiday Inn Crowne Plaza	Manhattan	977-4000	$135-195
Hotel Inter-Continental	Manhattan	755-5900	$180-255
Loews Summit	Manhattan	752-7000	$99-184
Macklowe Hotel	Manhattan	869-5800	
Marriott LaGuardia	Queens	565-8900	

NEW YORK (cont.)

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Marriott Marquis	Manhattan	398-1900	
Omni Park Central	Manhattan	247-8000	
Penta	Manhattan	736-5000	$115-135
The Plaza	Manhattan	759-3000	
Plaza-JFK Airport	Queens	659-6000	
Rhiga Royal Hotel	Manhattan	307-5000	$225-405
Roosevelt Hotel	Manhattan	661-9600	
Sheraton Centre	Manhattan	581-1000	
Travelodge-JFK Airport	Queens	995-9000	$99-139
Vista International	Manhattan	938-9100	$100-245
Waldorf Astoria	Manhattan	355-3000	$215-350

RESTAURANTS

NAME	BOROUGH	PHONE	PRICE CODE
Adrienne	Manhattan	247-2200	M-E
Alison on Dominick Street	Manhattan	727-1188	M
Ambassador Grill	Manhattan	702-5014	M
Amerigo's	Bronx	792-3600	M
Aquavit	Manhattan	307-7311	M-E
Arcadia	Manhattan	223-2900	M-E
Aurora	Manhattan	692-9292	M
Bellini	Manhattan	265-7770	M-E
Le Bernardin	Manhattan	489-1515	E
Bice	Manhattan	688-1999	M
Bouley	Manhattan	608-3852	M
Box Tree	Manhattan	758-8320	E
Bull & Bear	Manhattan	872-4900	M
Cafe Des Artistes	Manhattan	877-3500	M
Cafe Pierre	Manhattan	940-8185	M-E
Cafe Rakel	Manhattan	929-1630	M
Capsouto Freres	Manhattan	966-4900	M
La Caravelle	Manhattan	586-4252	M-E
Carlyle Restaurant	Manhattan	744-1600	M
The Cellar in the Sky	Manhattan	938-1111	E
Chanterelle	Manhattan	966-6960	E
Le Chantilly	Manhattan	751-2931	M
Chez Louis	Manhattan	752-1400	M
Chin Chin	Manhattan	888-4555	M
China Grill	Manhattan	333-7788	M
*Christ Cella	Manhattan	697-[illegible]479	E
Le Cirque	Manhattan	794-9292	M-E
La Cité	Manhattan	586-4252	M
Coach House	Manhattan	777-0303	M-E
La Colombe D'or	Manhattan	689-0666	M
La Cote Basque	Manhattan	688-6525	E
Le Cygne	Manhattan	759-5941	E
Edwardian Room	Manhattan	546-5310	M-E
Felidia	Manhattan	758-1479	M
540 Park	Manhattan	759-4100	M
*The Four Seasons	Manhattan	754-9494	M-E
La Galerie	Manhattan	753-5970	M
*Gallagher's Steak House	Manhattan	245-5336	M-E
Girafe	Manhattan	752-3054	M
Gloucester House	Manhattan	755-7394	M-E
Gotham Bar & Grill	Manhattan	620-4020	M
Hatsuhana	Manhattan	355-3345	M-E
Huberts	Manhattan	826-5911	M-E
Hudson River Club	Manhattan	786-1500	M-E
Jockey Club	Manhattan	757-1900	M-E
Laurent	Manhattan	753-2729	M
Lello Ristorante	Manhattan	751-1555	M
*Lutèce	Manhattan	752-2225	E
Manhattan Ocean Club	Manhattan	371-7777	M-E
La Metairie	Manhattan	988-1800	M
Michael's	Manhattan	767-0555	M
Mitsukoshi	Manhattan	935-6444	M-E
Mon Cher Ton Ton	Manhattan	223-7575	M-E
Mondrian	Manhattan	935-3434	M-E
Il Monello	Manhattan	535-9310	M
Montrachet	Manhattan	219-2777	M-E
Il Nido	Manhattan	753-8450	M-E
Nightfalls	Brooklyn	748-8700	M
One If By Land	Manhattan	228-0822	M
*The Oyster Bar at Grand Central Station	Manhattan	490-6650	M
Palio	Manhattan	245-4850	M-E
*The Palm	Manhattan	687-2953	M
Palm Court	Manhattan	546-5350	M
Parioli Romanissimo	Manhattan	288-2391	M-E
Park Room	Manhattan	371-4000	M
Peacock Alley	Manhattan	872-4895	M
Le Perigord	Manhattan	755-6244	E
*Peter Luger's	Brooklyn	387-7400	M
Petrossian	Manhattan	245-2214	M-E
Piccola Venezia	Queens	721-8470	M-E
Polo	Manhattan	535-9141	M-E
Post House	Manhattan	935-2888	M
Primavera	Manhattan	861-8608	
Prunelle	Manhattan	759-6410	E
Rainbow Room	Manhattan	632-5000	M-E
Raphael	Manhattan	582-8993	M
Red Tulip	Manhattan	734-4893	M
Le Refuge	Manhattan	861-4505	M
Le Regence	Manhattan	606-4647	E
Rene Pujol	Manhattan	246-3023	M
La Reserve	Manhattan	247-2993	E
Restaurant Lafayette	Manhattan	832-1565	E
The River Cafe	Brooklyn	522-5200	M-E
*Russian Tea Room	Manhattan	265-0947	M-E
San Domenico	Manhattan	265-5959	M-E
Sea Grill	Manhattan	246-9201	M
Shun Lee	Manhattan	595-8895	M
Shun Lee Palace	Manhattan	371-8844	M
Sign of the Dove	Manhattan	861-8080	E
*Smith & Wollensky	Manhattan	753-1530	M
Sparks Steak House	Manhattan	687-4855	M
*Tavern on the Green	Manhattan	873-3200	M
The Terrace	Manhattan	666-9490	M
Time & Again	Manhattan	685-8888	M
Toscana Ristorante	Manhattan	371-8144	M
Tre Scalini	Manhattan	688-6888	M
Le Trianon	Manhattan	888-7000	M-E
"21" Club	Manhattan	582-7200	M-E
Union Square Cafe	Manhattan	243-4020	M
The View	Manhattan	704-8900	M
Water's Edge at the East River Yacht Club	Queens	482-0033	M
*Windows on the World	Manhattan	938-1111	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: Kennedy-15 mi. SE
LaGuardia-8 mi. NE
Newark-16 mi. SW

Time: Kennedy-35-60 min.
LaGuardia-20-40 min.
Newark-30-45 min.

Taxi: Kennedy-$27.00
LaGuardia-$17.00
Newark-$28.50

Limo: Kennedy-$11.00
LaGuardia-$8.50
Newark-$7.00

DAILY AUTO RENTAL

Average Rate: $63.50

Notes: New York City is divided into five boroughs—the Bronx, Brooklyn, Manhattan, Queens, and Staten Island. Listings of Hotels/Motels, Meeting Sites/Conference Centers, and Restaurants are followed by the appropriate borough. In the Restaurant listings, an asterisk (*) indicates a 1990 *S&MM* BEDA (Business Executives' Dining Award) winner.

NEWARK, N.J.

VITAL STATISTICS

Population: 1,896,400
Households: 694,800
Median Age: 35.0
Total EBI: $[illegible],733,475,000
Median Hsld. EBI: $37,359
Total Retail Sales: $12,871,622,000
Buying Power Index: .9048
Chamber of Commerce: CHA-MBER
Convention & Visitors Bureau: 622-3010
Telephone Area Code: 201

MEAL & LODGING COSTS

Avg. Daily Lodging: $135.09
Meals: B-$6.86
L-$9.52
D-$25.39

PER DIEM
Total: $176.86
Index: 121

TAX RATES

Meals: 6.0%
Lodging: 13.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Embassy Suites	Parsippany	334-1400	$129-159
Embassy Suites	Piscataway	980-0500	$119-164
Hilton Gateway & Towers	Newark	622-5000	$105-165
Hilton Parsippany	Parsippany	267-7373	$135-145
Holiday Inn	Springfield	376-9400	$78-87
Marriott Courtyard	Newark	643-8500	$92-102
Marriott Hanover	Whippany	538-8811	$64-155
Marriott Newark Airport	Newark	623-0006	$157-182
Radisson-Airport	Newark	690-5500	$149-170
Sheraton Tara	Parsippany	515-2000	$120-160
Vista-Airport	Elizabeth	351-3900	$145-190

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton at Short Hills	Short Hills	379-0100	$145-200
Hilton Gateway & Towers	Newark	622-5000	$60-175
Hilton Meadowlands	Secaucus	348-6900	
Hilton Woodbridge	Iselin	494-6200	$82-124
Holiday Inn-Fort Lee	Fort Lee	461-3100	$70-104
Holiday Inn-Jetport	Elizabeth	355-1700	
Holiday Inn-North	Newark	589-1000	$88-131
Loews Glenpointe	Teaneck	836-0600	$120-180
Marriott Newark Airport	Newark	623-0006	
Sheraton Hotel & Towers	Hasbrouck Heights	288-6100	$98-113
Sheraton Meadowlands	East Rutherford	896-0500	$89-155
Sheraton Newark Airport	Elizabeth	527-1600	$99-145
Sheraton Woodbridge Place	Iselin	634-3600	
Vista-Airport	Elizabeth	351-3900	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
L'Affaire	Mountainside	232-4454	M
Llewellyn Farms	Morris Plains	538-4323	M
*The Manor	West Orange	731-2360	M-E
Priscilla's	Newark	623-0006	M
Tower Steak House	Mountainside	233-5542	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 3 mi. S
Time: 15 min.
Taxi: $12.00
Limo: N/A

DAILY AUTO RENTAL
Average Rate: $52.50

Note: An asterisk(*) indicates a 1990 [illegible] (Business Executives' Dining Award) winner.

NORFOLK-VIRGINIA BEACH-NEWPORT NEWS, VA.

VITAL STATISTICS
Population: 1,380,900
Households: 476,200
Median Age: 30.1
Total EBI: $17,461,876,000
Median Hshld. EBI: $27,716
Total Retail Sales: $9,878,955,000
Buying Power Index: .5483
Chamber of Commerce: 622-2312/490-1221
Convention & Visitors Bureau: 441-5266/441-1852/437-4700
Telephone Area Code: 804

MEAL & LODGING COSTS
Avg. Daily Lodging: $97.00
Meals: B-$5.42
L-$7.53
D-$20.03
PER DIEM
Total: $129.98
Index: 89
TAX RATES
Meals: 4.5%
Lodging: 9.5%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Fort Magruder Inn & Conference Center	Williamsburg	220-2250	$64-112
George Washington Inn	Williamsburg	220-1410	$63-83
Hilton Airport	Norfolk	[illegible]-8000	$73-127
Hilton Inn	Virginia Beach	[illegible]3935	$119-149
Hilton Inn	Williamsburg	220-2500	$83-138
Holiday Inn-Downtown	Williamsburg	229-0200	$99-104
Holiday Inn-Greenbriar	Chesapeake	523-1500	$61-88
Holiday Inn-Hampton	Hampton	838-0200	$58-72
Holiday Inn-Newport News	Newport News	826-4500	$52-74
Holiday Inn-Patriot	Williamsburg	565-2600	$80-95
Holiday Inn-Waterfront	Portsmouth	393-2573	$70-87
Holiday Inn Executive Center	Virginia Beach	499-4400	$70-86
Holiday Inn on the Ocean	Virginia Beach	428-1711	$45-130
Marriott Courtyard	Hampton	838-3300	$59-72
Marriott Courtyard	Virginia Beach	490-2002	$66-76
Omni International	Norfolk	622-6666	$59-141
Omni Newport News	Newport News	873-6664	$68-87
Omni Virginia Beach	Virginia Beach	473-1700	$95-105
Radisson Hampton	Hampton	727-9700	$78-109
Radisson Virginia Beach	Virginia Beach	422-8900	$[illegible]-125
Ramada Inn-Newport News	Newport News	599-4460	$57-73
Ramada Inn-Oceanfront	Virginia Beach	425-5151	$110-160
Ramada Oceanside Tower	Virginia Beach	428-7025	$110-130
Sheraton Beach Inn	Virginia Beach	425-9000	$100-155
Virginia Beach Resort & Conference Center	Virginia Beach	481-9000	$115-220
Williamsburg Lodge	Williamsburg	229-1000	$95-165
Wyndham Hotel	Williamsburg	229-4020	$109-149

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Cavalier Oceanfront	Virginia Beach	425-8555	$50-110
Chamberlin Hotel	Fort Monroe	723-6511	$49-59
Colonial Williamsburg Inn	Williamsburg	220-7600	$47-240
Fort Magruder Inn & Conference Center	Williamsburg	220-2250	$40-80
Founders Inn	Virginia Beach	424-5511	$85-110
Hampton Coliseum	Hampton	838-5650	
Hilton Airport	Norfolk	466-8000	$50-80
Hilton & National Conference Center	Williamsburg	22[illegible]3500	$70-138
Holiday Inn Executive Center	Virginia Beach	499-4400	$60-75
Holiday Inn Patriot	Williamsburg	565-2600	$39-81
Holiday Inn Waterside	Norfolk	627-5555	$45-75
Kingsmill Resort & Conference Center	Williamsburg	253-1703	
Omni International	Norfolk	622-6664	$69-108
Omni Newport News	Newport News	873-6664	$50-85
Radisson Virginia Beach	Virginia Beach	422-8900	$39-110
Sheraton Beach Inn	Virginia Beach	425-9000	
Virginia Beach Resort & Conference Center	Virginia Beach	481-9000	$50-110
Wyndham Hotel	Williamsburg	229-4020	$50-130

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
La Broche	Virginia Beach	428-0655	M
La Caravelle	Virginia Beach	428-2477	M
Le Chambord	Virginia Beach	498-1234	M
Le Charlieu	Norfolk	623-7202	M
Lockhart's Seafood Restaurant	Norfolk	588-0405	M
The Max	Portsmouth	397-1866	M
Orion's Top of the Cavalier	Virginia Beach	425-8555	M
Regency Room	Williamsburg	229-2141	M
Riverview Room at Kingsmill	Williamsburg	253-3900	M-E
Ship's Cabin	Norfolk	480-2526	M
Williamsburg Lodge	Williamsburg	229-1000	M
Le Yaca	Williamsburg	220-3616	M-E

AIRPORT-TO-CITY TRANSPORTATION
Distance: 6 mi. NE
Time: 15-25 min.
Taxi: $15.00
Limo: $7.50

DAILY AUTO RENTAL
Average Rate: $43.25

OA[illegible] CAL.

VIT[illegible]S
Population: [illegible]049,400
Households: 793,300
Median Age: 33.4
Total EBI: $35,278,524,000
Median Hshld. EBI: $34,914
Total Retail Sales: $15,325,582,000
Buying Power Index: .9676
Chamber of Commerce: 874-4800
Convention & Visitors Bureau: 839-9000
Telephone Area Code: 415

MEAL & LODGING COSTS
Avg. Daily Lodging: $115.00
Meals: B-$7.60
L-$12.81
D-$20.52
PER DIEM
Total: $155.93
Index: 107
TAX RATES
Meals: 6.5%
Lodging: 10.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western-Lafayette Park	Lafayette	283-3700	$125-175
Claremont Resort Hotel	Oakland	843-3000	$145-230
Hilton Concord	Concord	827-2000	$94-140
Hilton Newark/Fremont	Newark	490-8390	$79-129
Hilton Oakland Airport	Oakland	635-5000	$99-140
Hilton Pleasanton	Pleasanton	463-8000	$79-109
Holiday Inn-Pleasanton	Pleasanton	847-6000	$67-87
Hyatt Oakland Airport	Oakland	562-6100	$[illegible]139
Hyatt Regency	Oakland	893-1234	[illegible]150
Marriott Berkeley Marina	Berkeley	548-7920	$150-160
Marriott Courtyard	Fremont	656-1800	$48-66
Marriott Courtyard	Pleasanton	463-1414	$79-89
Marriott San Ramon	San Ramon	867-9200	$107-144
Sheraton Pleasanton	Pleasanton	460-8800	$80-110

OAKLAND (cont.)

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Claremont Resort Hotel	Oakland	843-3000	
Doubletree Hotel	Walnut Creek	934-2000	$85-115
Hilton Concord	Concord	827-2000	$59-111
Hilton Newark/Fremont	Newark	490-8390	$88-103
Hilton Oakland Airport	Oakland	635-5000	$85-110
Hilton Pleasanton	Pleasanton	463-8000	
Holiday Inn-Concord	Concord	687-5500	$45-85
Holiday Inn-Oakland Airport	Oakland	562-5311	
Hyatt Oakland Airport	Oakland	562-6100	$62-129
Hyatt Regency	Oakland	89[illegible]-1234	$115-150
Marriott Berkeley Marina	Berkeley	548-7920	$85-115
Sheraton Hotel & Conference Center	Concord	825-7700	$50-95
Sheraton Pleasanton	Pleasanton	460-8800	$55-92

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Ducks & Company	Oakland	562-6100	M
Pandanus	Concord	827-2000	M
Pavilion Room	Oakland	843-3000	M
Restaurant Metropole	Berkeley	848-3080	M
Rue de Main	Hayward	537-0812	M
Santa Fe Bar & Grill	Berkley	841-4740	M
Trader Vic's	Emeryville	653-3400	M
Wente Bros. Wine Cellars	Livermore	447-3696	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 11 mi. SE
Time: 35-45 min.
Taxi: $16.50
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: $40.75

OKLAHOMA CITY, OKLA.

VITAL STATISTICS

Population: 973,700
Households: 378,500
Median Age: 32.0
Total EBI: $10,705,903,000
Median Hshld. EBI: $21,469
Total Retail Sales: $7,178,036,000
Buying Power index: .3662
Chamber of Commerce: 278-8900
Convention & Visitors Bureau: 278-8912
Telephone Area Code: 405

MEAL & LODGING COSTS

Avg. Daily Lodging: $81.75
Meals: B-$5.59
L-$9.52
D-$2[illegible]3

PER DIEM

Total: $116.89
Index: 80

TAX RATES

Meals: 5.25%
Lodging: 9.38%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Saddleback Inn	Oklahoma City	947-7000	$49-70
Embassy Suites	Oklahoma City	682-6000	$84-110
Holiday Inn-Airport West	Oklahoma City	942-8511	$55-76
Marriott Courtyard	Oklahoma City	946-6500	$62-100
Marriott Oklahoma City	Oklahoma City	842-6633	$115-135
Sheraton Norman	Norman	364-2882	$50-76

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Inn-Northwest	Oklahoma City	848-4811	$59-75
Hilton Inn-West	Oklahoma City	947-7681	
Lincoln Plaza Hotel & Conference Center	Oklahoma City	528-2741	
Marriott Oklahoma City	Oklahoma City	842-6633	
Waterford Hotel	Oklahoma City	848-4782	$69-89

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Eagle's Nest	Oklahoma City	840-5655	M
Eddy's of Oklahoma City	Oklahoma City	787-2944	M
Luciano's	Norman	366-1800	M
Michael's Supper Club	Oklahoma City	842-5464	M
Waterford	Oklahoma City	848-4782	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 11 mi. SW
Time: 20 min.
Taxi: $12.00
Limo: $6.00

DAILY AUTO RENTAL

Average Rate: $39.25

OMAHA, NEB.

VITAL STATISTICS

Population: 620,100
Households: 232,200
Median Age: 31.4
Total EBI: $8,627,497,000
Median Hshld. EBI: $28,329
Total Retail Sales: $4,579,452,000
Buying Power Index: .2606
Chamber of Commerce: 346-5000
Convention & Visitors Bureau: 800-332-1819/334-1819
Telephone Area Code: 402

MEAL & LODGING COSTS

Avg. Daily Lodging: $90.13
Meals: B-$5.08
L-$9.14
D-$13.92

PER DIEM

Total: $118.27
Index: 81

TAX RATES

Meals: 6.5%
Lodging: 11.5%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western New Tower	Omaha	393-5500	$42-55
Best Western Regency West	Omaha	397-8000	$60-70
Embassy Suites	Omaha	397-[illegible]41	$99-109
Marriott Omaha	Omaha	399-9000	$100-110
Radisson Omaha	Omaha	342-1500	$102-200
Ramada Central	Omaha	397-7030	$70-80
Red Lion Inn	Omaha	346-7600	$90-115
Sheraton Inn-Southwest	Omaha	895-1000	$50-90

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Holiday Inn-Central	Omaha	393-3950	$50-74
Mariott Omaha	Omaha	399-9000	$60-102
Red Lion Inn	Omaha	346-7600	$90-110

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Le Cafe de Paris	Omaha	344-0227	M-E
Chardonnay	Omaha	399-9000	M
Di Coppia	Omaha	392-2807	M
French Cafe	Omaha	341-3547	M
Imperial Palace	Omaha	330-3888	M
Maxine's	Omaha	346-7600	M-E
Neon Goose	Omaha	341-2063	M
*Ross' Steak House	Omaha	393-2030	M
Salvatore's	Omaha	553-1976	M
La Strada	Omaha	397-8389	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. NE
Time: 5-10 min.
Taxi: $5.50
Limo: $5.50

DAILY AUTO RENTAL

Average Daily Rate: $41.75

Note: An asterisk (*) indicates a a 1990 S&MM BEDA (Business Executives' Dining Award) winner.

ORLANDO, FLA.

VITAL STATISTICS

Population: 1,044,200
Households: 401,000
Median Age: 33.6
Total EBI: $13,954,940,000
Median Hshld. EBI: $26,476
Total Retail Sales: $9,789,105,000
Buying Power Index: .4663
Chamber of Commerce: 425-1234
Convention & Visitors Bureau: 363-5800
Telephone Area Code: 407

MEAL & LODGING COSTS

Avg. Daily Lodging: $127.75
Meals: B-$7.42
L-$11.80
D-$21.68

PER DIEM

Total: $168.65
Index: 115

TAX RATES

Meals: 6.0%
Lodging: 10.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Buena Vista Palace	Lake Buena Vista	827-2727	$145-240
Delta Orlando Resort	Orlando	351-3340	$140-160
The Enclave	Orlando	351-1330	$103-160
Grosvenor Resort	Lake Buena Vista	828-4444	$135-160
Hilton & Towers	Altamonte Springs	830-1985	$99-134
Hilton at Walt Disney World	Lake Buena Vista	827-4000	$155-230
Holiday Inn-University	Orlando	275-9000	$75-95
Hyatt Orlando	Kissimmee	396-1234	$99-145
Marriott Courtyard	Orlando	240-7200	$82-92
Marriott Orlando	Orlando	351-2420	$100-115
Marriott Orlando Airport	Orlando	851-9000	$99-162
Omni International	Orlando	843-6664	$140-175
Park Suite Hotel	Altamonte Springs	834-2400	$114-154
Park Suite Hotel	Orlando	352-1400	$105-145

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Quality Inn-North	Longwood	862-4000	$46-54
Radisson Inn Maingate	Kissimmee	396-1400	$85-115
Radisson Plaza	Orlando	425-4455	$120-165
Ramada Inn	Altamonte Springs	869-9000	$54-70
Ramada Maingate East	Kissimmee	396-7000	$82-105
Sheraton Orlando North	Maitland	660-9000	$115-125
Sheraton Plaza	Orlando	859-1500	$95-125
Sheraton World Resort	Orlando	352-1100	$95-128
Sonesta Village	Orlando	352-8051	$132-275
Stouffer Orlando	Orlando	351-5555	$175-215

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Buena Vista Palace	Lake Buena Vista	827-27271	
Delta Orlando Resort	Orlando	351-3340	$65-105
Grosvenor Resort	Lake Buena Vista	828-4444	
Hilton & Towers	Altamonte Springs	830-1985	$114-144
Hilton at Walt Disney World	Lake Buena Vista	827-4000	$149-269
Holiday Inn-International Dr.	Orlando	351-3500	$55-95
Hyatt Orlando	Kissimmee	396-1234	
Hyatt Regency-Grand Cypress	Lake Buena Vista	239-1234	$125-240
Marriott Orlando	Orlando	351-2420	$59-120
Marriott Orlando Airport	Orlando	851-9000	$90-140
Marriott Orlando World Center	Lake Buena Vista	239-4200	$150-190
Mission Inn Resort	Howey in the Hills	324-3101	$80-335
Omni International	Orlando	843-6664	
Park Suite Hotel	Altamonte Springs	834-2400	$109-129
Peabody Orlando	Orlando	352-4000	
Quality Hotel-Airport	Orlando	859-2711	$59-99
Radisson Plaza	Orlando	425-4455	$69-125
Ramada Hotel	Orlando	351-4600	$68-72
Royal Plaza Hotel	Lake Buena Vista	828-2828	$80-150
Sheraton Orlando North	Maitland	660-9000	$75-115
Sheraton Plaza	Orlando	859-1500	$75-130
Sheraton World Resort	Orlando	352-1100	$70-125
Stouffer Orlando	Orlando	351-5555	$110-200
Twin Towers Hotel & Convention Center	Orlando	351-1000	
Walt Disney World Dolphin	Lake Buena Vista	934-4000	$130-240
Walt Disney World Sales	Lake Buena Vista	828-3200	
Walt Disney World Swan	Lake Buena Vista	934-3000	$140-205

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Arthur's 27	Lake Buena Vista	827-2727	M-E
Caruso's Place	Orlando	363-7110	M
Cascade	Lake Buena Vista	239-1234	M
Empress Room	Lake Buena Vista	828-3900	E
Enzo's	Longwood	834-9872	M
Jordan's Grove	Maitland	628-0020	M
Maison & Jardin	Altamonte Springs	862-4410	M-E
Montezino's	Orlando	841-6668	M
La Normandie	Orlando	896-9976	M
Papeete Bay Verandah	Lake Buena Vista	824-1391	M
Regent Court	Lake Buena Vista	239-4200	M
La Scala	Altamonte Springs	862-3257	M
Siam Orchid	Orlando	351-0821	M
Top of the World	Lake Buena Vista	824-3950	M-E
Vespucci Ristorante	Orlando	351-1212	M
Victoria & Albert's	Lake Buena Vista	824-2283	E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 12 mi. SE
Time: 20 min.
Taxi: $18.50
Limo: $10.00

DAILY AUTO RENTAL

Average Rate: $26.50

OXNARD-VENTURA, CAL.

VITAL STATISTICS

Population: 673,200
Households: 222,600
Median Age: 31.5
Total EBI: $10,466,535,000
Median Hshld. EBI: $37,524
Total Retail Sales: $5,261,173,000
Buying Power Index: .3045
Chamber of Commerce: 485-5255/648-2875
Convention & Visitors Bureau: 485-8833/648-2075
Telephone Area Code: 805

MEAL & LODGING COSTS

Avg. Daily Lodging: $99.55
Meals: B-$7.11
L-$9.67
D-$17.62

PER DIEM

Total: $133.95
Index: 92

TAX RATES

Meals: 6.0%
Lodging: 8.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Clarion	Simi Valley	584-6300	$65-103
Clarion Corria Clocktower Inn	Ventura	652-0141	$70-95
Country Inn	Ventura	653-1434	$71-88
Country Inn at Port Hueneme	Port Hueneme	986-5353	$72-80
Doubletree Hotel	Ventura	643-6000	$79-109
Embassy Suites	Oxnard	984-2500	$155-205
Hilton Financial Plaza	Oxnard	485-9666	$70-110
Holiday Inn-Thousand Oaks	Thousand Oaks	498-6733	$49-75
Hyatt Westlake Plaza	Westlake Village	497-9991	$115-155
Radisson Suite Hotel	Oxnard	988-0130	$95-130

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Cara Sirena Marina Resort	Oxnard	985-6311	
Doubletree Hotel	Ventura	643-6000	$69-99
Harbortown Marina Resort	Ventura	658-1212	$65-95
Hilton Financial Plaza	Oxnard	485-9666	$60-75
Mandalay Beach Resort & Conf. Center	Oxnard	984-2500	$109-260

RESTAURANTS**

NAME	CITY	PHONE	PRICE CODE
BJ's	Ventura	643-1232	M
Corrigan's Steak House	Thousand Oaks	495-2523	M
The Lobster Trap	Oxnard	985-6361	M
Sportsman	Ventura	643-2851	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 1 mi. S
Time: 5 min.
Taxi: $6.50
Limo: $40.00

DAILY AUTO RENTAL

Average Rate: $43.64

** None of the restaurants in this metro area meet the established criteria for inclusion in the *SMBP*'s listings. Therefore, a sampling of local restaurants has been selected independently.

PHILADELPHIA, PA.

VITAL STATISTICS

Population: 4,934,900
Households: 1,840,100
Median Age: 34.2
Total EBI: $73,852,045,000
Median Hshld. EBI: $30,570
Total Retail Sales: $35,816,878,000
Buying Power Index: 2.1421
Chamber of Commerce: 545-1234
Convention & Visitors Bureau: 800-CALLPHL/636-3300
Telephone Area Code: 215 (Pennsylvania); 609 (New Jersey)

MEAL & LODGING COSTS

Avg. Daily Lodging: $127.52
Meals: B-$8.27
L-$11.30
D-$24.81

PER DIEM

Total: $171.90
Index: 117

TAX RATES

Meals: 6.0%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Adam's Mark	Philadelphia	581-5000	$130-152
Guest Quarters-Airport	Philadelphia	365-6600	$155-175
Guest Quarters-Plymouth Meeting	Plymouth Meeting	834-8300	$145-185
Hershey Philadelphia	Philadelphia	893-1600	$140-170
Hilton Mount Laurel	Mount Laurel, NJ	234-7300	$89-125
Holiday Inn-Independence Mall	Philadelphia	923-8660	$79-125
Holiday Inn-Trevose	Trevose	364-2000	$99-116
Hyatt Cherry Hill	Cherry Hill, NJ	662-1234	$104-145
Independence Park Inn	Philadelphia	922-4443	$85-130
Latham Hotel	Philadelphia	563-7474	$130-160
Marriott Courtyard	Wayne	687-6633	$68-96
Marriott Philadelphia Airport	Philadelphia	365-4150	$129-144
Radisson Cherry Hill Inn	Cherry Hill, NJ	662-7200	$101-116
Radisson Suites	Philadelphia	963-2222	$130
St. David's Inn	St. Davids	688-5800	$89-104
Sheraton Poste Inn	Cherry Hill, NJ	428-2300	$83-110
Sheraton Society Hill	Philadelphia	238-6000	$150-230
Travelodge Hotel	Mount Laurel, NJ	234-7000	$76-86
The Warwick	Philadelphia	735-6000	$130-175
Wayne Hotel	Wayne	687-5000	$100-125
Wyndham Franklin Plaza	Philadelphia	448-2000	$140-180

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Adam's Mark	Philadelphia	581-5000	
Barclay Hotel	Philadelphia	545-0300	
Davis W. Gregg Conf. Center	Bryn Mawr	526-1206	$169-129

PHILADELPHIA (cont.)

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Eagle Lodge	Lafayette Hills	825-8000	$125-445
Embassy Suites-Airport	Philadelphia	365-4500	$79-144
Four Seasons Hotel	Philadelphia	963-1500	
Guest Quarters-Airport	Philadelphia	365-6600	
Guest Quarters-Plymouth Meeting	Plymouth Meeting	834-8300	$120-185
Hershey Philadelphia	Philadelphia	893-1600	$105-130
Hilton-Great Valley	Malvern	296-9800	$95-110
Hilton-Northeast Philadelphia	Trevose	638-8300	$79-95
Hilton-Philadelphia Airport	Philadelphia	755-9500	$90-125
Holiday Inn-Center City	Philadelphia	561-7500	$80-113
Holiday Inn-City Line	Philadelphia	477-0200	
Hyatt Cherry Hill	Cherry Hill, NJ	662-1234	$75-145
Marriott Philadelphia Airport	Philadelphia	365-4150	$65-120
Penn Tower Hotel	Philadelphia	387-8333	$80-140
Radisson Cherry Hill Inn	Cherry Hill, NJ	662-7200	$59-95
Ramada Inn Airport	Essington	521-9600	$80-85
Sheraton Society Hill	Philadelphia	238-6000	
Sheraton University City	Philadelphia	387-8000	$85-95
Temple Univ. Executive Conf. Center	Philadelphia	242-9100	$175-138
Travelodge Hotel	Mount Laurel, NJ	234-7000	
Wyndham Franklin Plaza	Philadelphia	448-2000	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Le Bec Fin	Philadelphia	567-1000	E
*Bookbinder's 15th Street	Philadelphia	545-1137	M
Deux Cheminées	Philadelphia	790-0200	E
Di Lullo	Philadelphia	725-6000	M
Di Lullo's Centro	Philadelphia	546-2000	M-E
La Famiglia	Philadelphia	922-2803	M
Founders	Philadelphia	790-2841	M
Fountain	Philadelphia	963-1500	M-E
La Fourchette	Wayne	687-8333	M
Il Gallo Nero	Philadelphia	546-8065	M
Garden	Philadelphia	546-4455	M
Harry's Bar & Grill	Philadelphia	561-5757	M
Jasmine	Philadelphia	735-2944	M
Monte Carlo Living Room	Philadelphia	925-2220	M-E
*Old Original Bookbinder's	Philadelphia	925-7027	M-E
Restaurant 210	Philadelphia	790-2534	M-E
San Marco	Bala Cynwyd	664-7844	M
Susanna Foo	Philadelphia	545-2666	M
Taquet	Radnor	293-9411	M
La Truffe	Philadelphia	925-5062	E
Village Auberge	Wayne	687-2840	IM
William Penn Inn	Gwynedd Valley	699-9272	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 8 mi. SW
Time: 15-30 min.
Taxi: $19.00
Limo: $8.00

DAILY AUTO RENTAL

Average Rate: $46.00

Note: An asterisk (*) indicates a 1990 S&MM BEDA (Business Executives' Dining Award) winner.

PHOENIX, ARIZ.

VITAL STATISTICS

Population: 2,108,600
Households: 833,100
Median Age: 32.8
Total EBI: $28,413,814,000
Median Hshld. EBI: $26,861
Total Retail Sales: $15,645,226,000
Buying Power Index: .8736
Chamber of Commerce: 254-5521
Convention & Visitors Bureau: 254-6500
Telephone Area Code: 602

MEAL & LODGING COSTS

Avg. Daily Lodging: $137.33
Meals: B-$6.53
L-$8.30
D-$16.66

PER DIEM

Total: $168.82
Index: 115

TAX RATES

Meals: 6.0%
Lodging: 10.25%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Grace Inn Ahwatukee	Phoenix	893-3000	$119-129
Crescent Hotel	Phoenix	943-8200	$110-175
Doubletree Suites-Phoenix Gateway Center	Phoenix	225-0500	$89-150
Embassy Suites-Biltmore	Phoenix	955-3992	$160-190
Embassy Suites-Scottsdale	Scottsdale	949-1414	$135-145
Embassy Suites-Westside	Phoenix	279-3211	$79-105
Executive Park	Phoenix	252-2100	$89-109
Fiesta Inn	Tempe	967-1441	$70-120
Fountain Suites Hotel	Phoenix	375-1777	$96-265
Hilton Airport	Phoenix	894-1600	$125-135
Hilton Pavilion	Mesa	833-5555	$109-129
Hilton Resort & Spa	Scottsdale	948-7750	$145-175
Hyatt Regency	Phoenix	252-1234	$120-220
Les Jardins	Phoenix	234-2464	$85-115
Marriott Courtyard	Mesa	461-3000	$76-116
Marriott Courtyard	Phoenix	966-4300	$88-112
Marriott Courtyard	Scottsdale	860-4000	$90-100
Marriott Courtyard Airport	Phoenix	944-7373	$89-99
Marriott Suites	Scottsdale	945-1550	$149
Ramada Renaissance	Mesa	898-8300	$90-100
Red Lion La Posada	Scottsdale	952-0420	$175-200
Scottsdale Conference Resort	Scottsdale	991-9000	$235-310
Sunburst Resort Hotel & Conference Center	Scottsdale	945-7666	$115-150
Westcourt	Phoenix	997-5900	$95-150
Westcourt in the Buttes	Tempe	225-9000	$165-175
Wyndham Paradise Valley	Scottsdale	947-5400	$155-265

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Americana Inn-Airport North	Phoenix	275-7878	
Arizona Biltmore Hotel	Phoenix	954-2523	$70-280
Caravan Inn	Phoenix	244-8244	$28-47
Crescent Hotel	Phoenix	943-8200	
Embassy Suites-Camelhead	Phoenix	244-8800	$59-110
Embassy Suites-Scottsdale	Scottsdale	949-1414	$60-145
Embassy Suites-Tempe	Tempe	897-7444	
Fiesta Inn	Tempe	967-1441	$45-108
Fountain Suites Hotel	Phoenix	375-1777	$40-160
Hilton Pavilion	Mesa	833-5555	$49-120
Hilton Phoenix Airport	Phoenix	894-1600	$49-129
Hilton Resort & Spa	Scottsdale	948-7750	
Holiday Inn & Holidome Corporate Center	Phoenix	943-2341	
Hyatt Regency	Phoenix	252-1234	$90-125
Hyatt Regency at Gainey Ranch	Scottsdale	991-3388	$185-265
Marriott Camelback Inn	Scottsdale	948-1700	$75-235
Marriott Mountain Shadows	Scottsdale	948-7111	
Marriott Suites	Scottsdale	945-1550	$69-169
Phoenician Resort	Scottsdale	941-8200	$100-245
The Pointe at South Mountain	Phoenix	438-9000	
The Pointe at Squaw Peak	Phoenix	997-2626	
The Pointe at Tapatio Cliffs	Phoenix	866-7500	$180-240
Radisson Resort Camelview	Scottsdale	991-2400	$39-110
Ramada Renaissance	Mesa	698-8300	$45-89
Ramada Valley Ho Resort	Scottsdale	945-6321	$45-89
Red Lion La Posada	Scottsdale	952-0420	$55-185
Registry Resort	Scottsdale	991-3800	
Ritz-Carlton	Phoenix	468-0700	$85-205
Scottsdale Conference Resort	Scottsdale	991-9000	$125-215
Scottsdale Plaza Resort	Scottsdale	948-5000	
Scottsdale Princess	Scottsdale	585-4848	
Sheraton Mission Palms	Tempe	894-1400	$60-108
Sheraton Phoenix	Phoenix	257-1525	
Sheraton San Marcos	Chandler	963-6655	$75-190
Sunburst Resort Hotel & Conference Center	Scottsdale	945-7666	$40-135
Westcourt	Phoenix	997-5900	
Westcourt in the Buttes	Tempe	225-9000	$75-205
Wigwam Resort	Litchfield Park	935-3811	$75-225
Wyndham Paradise Valley	Scottsdale	947-5400	$80-255

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Avanti's of Phoenix	Phoenix	956-0900	M
Avanti's of Scottsdale	Scottsdale	949-8333	M
La Champagne	Scottsdale	991-3800	M
Chaparral Dining Room	Scottsdale	948-6644	M-E
La Chaumiere	Scottsdale	946-5115	M
L'Ecole	Scottsdale	990-7639	M
8700	Scottsdale	994-8700	M
Etienne's Different Pointe of View	Phoenix	866-7500	M-E
La Fontanella	Phoenix	955-1213	M
*Garcia's	Scottsdale	945-1647	M
Golden Eagle	Phoenix	257-7700	M
Golden Swan	Scottsdale	991-3388	M
La Hacienda	Scottsdale	585-4848	M
Kous Kooz	Phoenix	241-1188	M
*L'Orangerie	Phoenix	954-2507	M-E
The Restaurant	Phoenix	468-0700	M-E
Vincent Guerithault on Camelback	Phoenix	224-0225	M
Voltaire	Scottsdale	948-1005	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 4 mi. SE
Time: 10-15 min.
Taxi: $8.00
Limo: $5.00

DAILY AUTO RENTAL
Average Rate: $36.50

Note: An asterisk (*) indicates a 1990 *S&MM* BEDA (Business Executives' Dining Award) winner.

PITTSBURGH, PA.

VITAL STATISTICS
Population: 2,105,400
Households: 833,300
Median Age: 36.1
Total EBI: $27,234,980,000
Median Hshld. EBI: $25,149
Total Retail Sales: $13,090,029,000
Buying Power Index: .8108
Chamber of Commerce: 392-4500
Convention & Visitors Bureau: 800-821-1888/281-7711
Telephone Area Code: 412

MEAL & LODGING COSTS
Avg. Daily Lodging: $114.43
Meals: B-$7.01
L-$8.50
D-$21.83
PER DIEM
Total: $151.77
Index: 104
TAX RATES
Meals: 6.0%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western-Parkway Center Inn	Pittsburgh	922-7070	$60-97
Harley Hotel	Pittsburgh	244-1600	$80-97
Hilton & Towers	Pittsburgh	391-4600	$116-160
Holiday Inn-Airport	Coraopolis	262-3600	$116-130
Holiday Inn-Allegheny Valley	Pittsburgh	782-4200	$68-84
Holiday Inn-McKnight Road	Pittsburgh	366-5200	$84-104
Hyatt Regency	Pittsburgh	471-1234	$125-160
Marriott Greentree	Pittsburgh	922-8400	$112-139
Radisson Hotel	Monroeville	373-7300	$98-118
Royce Hotel	Coraopolis	262-2400	$91-137
Sheraton South Hills	Pittsburgh	343-4600	$80-110
Sheraton Station Square	Pittsburgh	261-2000	$118-140
Sheraton Warrendale	Mars	776-6900	$75-115
Vista Hotel	Pittsburgh	281-3700	$135-195
Westin William Penn	Pittsburgh	281-7100	$109-180

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton & Towers	Pittsburgh	391-4600	
Holiday Inn-Airport	Coraopolis	262-3600	
Holiday Inn-Greentree	Pittsburgh	922-8100	$70-106
Hyatt Regency	Pittsburgh	471-1234	$69-135
Marriott Greentree	Pittsburgh	922-8400	$65-117
Marriott Pittsburgh Airport	Coraopolis	788-8800	
Radisson Hotel	Monroeville	373-7300	$69-89
Sheraton South Hills	Bethel Park	343-4600	
Sheraton Station Square	Pittsburgh	261-2000	$85-120
Sheraton Warrendale	Mars	776-6900	
Vista Hotel	Pittsburgh	281-3700	$85-125
Westin William Penn	Pittsburgh	281-7100	$57-195

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
American Harvest	Pittsburgh	281-8160	M
Angel's Corner	Pittsburgh	682-1879	M
Carlton	Pittsburgh	391-4099	M
Christopher's	Mt. Washington	381-4500	M-E
Colony	Pittsburgh	561-2060	M
Common Plea	Pittsburgh	281-5140	M
D'Imperio's	Pittsburgh	823-4800	M
Grand Concourse	Pittsburgh	261-1717	M
Hyeholde	Coraopolis	264-3116	M-E
Le Mont	Mt. Washington	431-3100	M
Piccolo Mondo	Green Tree	922-0920	M
Poli's	Pittsburgh	521-6400	M
La Pommier	Pittsburgh	431-1901	M
Sgro's	Pittsburgh	787-1234	M
*Tambellini's	Pittsburgh	481-1118	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 17 mi. W
Time: 25-40 min.
Taxi: $25.00
Limo: $8.00

DAILY AUTO RENTAL
Average Rate: $52.25

Note: An asterisk (*) indicates a 1990 S&MM BEDA (Business Executives' Dining Award) winner.

PORTLAND, MAINE

VITAL STATISTICS
Population: 237,600
Households: 93,600
Median Age: 33.9
Total EBI: $3,576,458,000
Median Hshld. EBI: $28,561
Total Retail Sales: $3,120,320,000
Buying Power Index: .1277
Chamber of Commerce: 772-2811
Convention & Visitors Bureau: 772-4994
Telephone Area Code: 207

MEAL & LODGING COSTS
Avg. Daily Lodging: $142.69
Meals: B-N.A.
L-N.A.
D-N.A.
PER DIEM
Total: N.A.
Index: N.A.
TAX RATES
Meals: 5.0%
Lodging: 7.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Holiday Inn-West	Portland	774-5601	$89-99
Holiday Inn by the Bay	Portland	775-2311	$98-119
Howard Johnson	Portland	774-5861	$85-105
Inn by the Sea	Cape Elizabeth	799-3134	$195-330
Marriott Hotel	South Portland	871-8000	$140-150
Portland Regency	Portland	774-4200	$90-115
Quality Suites	Portland	775-2200	$125-285
Sheraton Tara	South Portland	775-6161	$89-169

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Sheraton Tara	South Portland	775-6161	$60-92
Sonesta Hotel-Portland	Portland	775-5411	$50-90

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
The Galley	Falmouth	781-4262	M
The Roma	Portland	773-9873	M
Seamen's Club	Portland	772-7311	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 2 mi. SW
Time: 10 min.
Taxi: $8.00
Limo: N.A.

DAILY AUTO RENTAL
Average Rate: $44.00

PORTLAND, ORE.

VITAL STATISTICS
Population: 1,193,100
Households: 475,800
Median Age: 32.9
Total EBI: $16,734,852,000
Median Hshld. EBI: $28,192
Total Retail Sales: $9,768,019,000
Buying Power Index: .5203
Chamber of Commerce: 228-9411
Convention & Visitors Bureau: 275-9750
Telephone Area Code: 503

MEAL & LODGING COSTS
Avg. Daily Lodging: $105.71
Meals: B-$4.66
L-$7.27
D-$16.66
PER DIEM
Total: $134.30
Index: 92
TAX RATES
Meals: None
Lodging: 7.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Embassy Suites	Tigard	644-4000	$109-119
Hilton Hotel	Portland	226-1611	$92-137
Howard Johnson Plaza	Lake Oswego	624-8400	$70-100
Marriott Portland	Portland	226-7600	$128-148
The Monarch	Cluckamas	652-1515	$74-149
Red Lion Hotel-Downtown	Portland	221-0450	$90-108
Red Lion Hotel-Jantzen Beach	Portland	283-4466	$90-105
Red Lion Inn-Columbia River	Portland	283-2111	$92-130
Red Lion Inn-Lloyd Center	Portland	281-6111	$96-136
Sheraton Portland Airport	Portland	281-2500	$89-111
Shilo Inn Suites-Airport	Portland	252-7500	$89-109
Travelodge	Portland	233-2401	$78-88

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Benson Hotel	Portland	228-2000	$80-130
Hilton Hotel	Portland	226-1611	
Holiday Inn-Airport	Portland	256-5000	
Marriott Portland	Portland	226-7600	$89-122
Red Lion Hotel-Jantzen Beach	Portland	283-4466	$88-113
Red Lion Inn-Columbia River	Portland	283-2111	
Red Lion Inn-Lloyd Center	Portland	281-6111	$80-105
Sheraton Portland Airport	Portland	281-2500	$70-82

PORTLAND, ORE. (cont.)

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Alexander's	Portland	226-1611	M-E
Atwater's	Portland	275-3600	M-E
L'Auberge	Portland	223-3302	M-E
Couch Street Fish House	Portland	223-6173	M
Esplanade at Riverplace	Portland	295-6166	M
Fernwood Inn	Milwaukie	659-1735	M
Genoa	Portland	238-1464	M-E
Heathman	Portland	241-4100	M
*Jake's Famous Crawfish	Portland	226-1419	M
Maxi's (Jantzen Beach)	Portland	283-4466	M
Maxi's (Lloyd Center)	Portland	281-6111	M
Misty's on the Columbia	Portland	283-2111	M
Plainfield's Mayur	Portland	223-2995	M
River Queen	Portland	228-8633	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 9 mi. NE
Time: 20 min.
Taxi: $20.50
Limo: $6.00

DAILY AUTO RENTAL

Average Rate: $4[illegible]50

Note: An asterisk (*) indicates a 1990 *S&MM* BEDA (Business Executives' Dining Award) winner.

PROVIDENCE-PAWTUCKET-WOONSOCKET, R.I.

VITAL STATISTICS

Population: 917,400
Households: 339,600
Median Age: 34.9
Total EBI: $12,582,798,000
Median Hshld. EBI: $27,798
Total Retail Sales: $6,[illegible]50,886,000
Buying Power Index: .3806
Chamber of Commerce: 521-5000/334-1000
Convention & Visitors Bureau: 274-1636
Telephone Area Code: 401 (Rhode Island); 508 (Massachusetts)

MEAL & LODGING COSTS

Avg. Daily Lodging: $100.67
Meals: B-$5.75
L-$8.86
D-$15.07

PER DIEM
Total: $130.35
Index: 89

TAX RATES
Meals: 7.0%
Lodging: 12.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Holiday Inn-Downtown	Providence	831-3900	$76-96
Johnson & Wales Inn	Seekonk, MA	336-8700	$65-72
Omni Biltmore	Providence	421-0700	$120-175

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Marriott Providence	Providence	272-2400	$78-102
Omni Biltmore	Providence	421-0700	$79-155

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Audrey's	Seekonk, MA	336-4636	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 7 mi. S
Time: 15-20 min.
Taxi: $15.00
Limo: $5.75

DAILY AUTO RENTAL

Average Rate: $41.50

RALEIGH-DURHAM, N.C.

VITAL STATISTICS

Population: 698,500
Households: 272,800
Median Age: 31.2
Total EBI: $10,098,852,000
Median Hshld. EBI: $27,954
Total Retail Sales: $6,161,720,000
Buying Power Index: .3171
Chamber of Commerce: 833-3005/682-2133
Convention & Visitors Bureau: 834-5900/ 800-868-6666/800-552-8666/800-446-8604
Telephone Area Code: 919

MEAL & LODGING COSTS

Avg. Daily Lodging: $90.66
Meals: B-$6.24
L-$10.58
D-$22.89

PER DIEM
Total: $130.37
Index: 89

TAX RATES
Meals: 5.0%
Lodging: 8.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Brownestone Hotel	Raleigh	828-0811	$55-90
Brownestone Medcenter Inn	Durham	286-7761	$56-69
Carolina Inn	Chapel Hill	933-2001	$39-80
Embassy Suites	Raleigh	881-0000	$124-134
Guest Quarters	Durham	361-4660	$115-225
Hilton Durham	Durham	383-8033	$65-95
Hilton North Raleigh	Raleigh	872-2323	$78-115
Holiday Inn-Airport	Morrissville	941-6000	$84-104
Hotel Crown Royale	Raleigh	782-4433	$55-61
Marriott Courtyard	Raleigh	821-3400	$62-76
Marriott Crabtree	Raleigh	781-7000	$113-123
Omni Europa	Chapel Hill	968-4900	$86-98
Omni Hotel	Durham	683-6664	$76-99
Sheraton Imperial	Morrissville	941-5050	$88-98
Sheraton University Center	Durham	383-8575	$69-94
Siena	Chapel Hill	929-4000	$75-100

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton North Raleigh	Raleigh	872-2323	$49-99
Marriott Hotel	Raleigh	781-7000	
Mission Valley Inn	Raleigh	828-3173	$49-65
Omni Durham Hotel	Durham	683-6664	$65
Omni Europa	Chapel Hill	968-4900	$50-70
Sheraton Crabtree	Raleigh	787-7111	$49-79
Sheraton Imperial	Morrissville	941-5050	
Sheraton University Center	Durham	383-8575	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
*Angus Barn, Ltd.	Raleigh	787-3505	M
Bakatsias Cuisine	Durham	383-8502	M
Charter Room	Raleigh	828-0333	M
Fearrington House	Pittsboro	542-4000	M-E
Joel Lane's	Raleigh	828-3173	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 14 mi. NW
Time: 20-25 min.
Taxi: $20.50
Limo: $14.00

DAILY AUTO RENTAL

Average Rate: $54.25

Note: An asterisk (*) indicates a 1990 *S&MM* BEDA (Business Executives' Dining Award) winner.

RICHMOND-PETERSBURG, VA.

VITAL STATISTICS

Population: 855,000
Households: 312,700
Median Age: 32.8
Total EBI: $12,389,474,000
Median Hshld. EBI: $31,876
Total Retail Sales: $6,755,285,000
Buying Power Index: .3739
Chamber of Commerce: 648-1234/733-8132
Convention & Visitors Bureau: 782-2777/ 800-368-3595/733-2402
Telephone Area Code: 804

MEAL & LODGING COSTS

Avg. Daily Lodging: $109.77
Meals: B-$7.64
L-$11.62
D-$24.27

PER DIEM
Total: $153.30
Index: 105

TAX RATES
Meals: 7.0%
Lodging: 9.5%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Berkeley Hotel	Richmond	78[illegible]00	$90-145
Commonwealth Park Suites Hotel	Richmond	343-[illegible]00	$120-215
Embassy Suites	Commerce Center	282-8585	$89-144
Hilton Airport	Sandston	226-6400	$75-105
Hyatt Richmond	Richmond	285-1234	$106-139
Marriott Courtyard	Richmond	282-1881	$76-77
Marriott Richmond	Richmond	643-3400	$97-130
Omni Richmond	Richmond	344-7000	$119-134
Quality Inn-Steven Kent	Petersburg	733-0600	$36-50
Sheraton Airport	Richmond	226-4300	$75-109
Sheraton Jefferson	Richmond	788-8000	$125-159

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Holiday Inn-Fanny's	Richmond	285-9951	
Hyatt Richmond	Richmond	285-1234	$69-99
Marriott Richmond	Richmond	643-3400	$69-119
Sheraton Jefferson	Richmond	788-8000	$80-95
Sheraton Park South	Richmond	323-1144	$52-82

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Chardonnay's	Richmond	643-3400	M
Hugo's	Richmond	285-1234	M
Lemarie	Richmond	788-8000	M
La Petite France	Richmond	353-8729	M
*Tobacco Company	Richmond	782-9431	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 7 mi. SE
Time: 20-30 min.
Taxi: $17.00
Limo: $10.75

DAILY AUTO RENTAL
Average Rate: $42.00

Note: An asterisk (*) indicates a 1990 S&MM BEDA (Business Executives' Dining Award) winner.

RIVERSIDE-SAN BERNARDINO, CAL.

VITAL STATISTICS
Population: 2,434,100
Households: 868,800
Median Age: 32.7
Total EBI: $31,844,576,000
Median Hshld. EBI: $27,509
Total Retail Sales: $16,054,919,000
Buying Power Index: .9587
Chamber of Commerce: 683-7100/885-7515
Convention & Visitors Bureau: 787-7950
Telephone Area Code: 714 (Lake Arrowhead/Ontario/Rancho Cucamonga/Riverside/San Bernardino); 619 (Cathedral City/Indian Wells/La Quinta/Palm Desert/Palm Springs/Rancho Mirage)

MEAL & LODGING COSTS
Avg. Daily Lodging: $138.40
Meals: B-$5.94
L-$7.24
D-$12.11
PER DIEM
Total: $163.69
Index: 112
TAX RATES
Meals: 6.75%
Lodging: 10.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Clarion-Ontario Airport	Ontario	986-8811	$96-155
Embassy Suites	Palm Desert	340-6600	$143-220
Erawan Garden Hotel	Indian Wells	346-8021	$90-130
Four Seasons Apartment Hotel	Palm Spings	325-6427	$95
Gene Autry Hotel	Palm Springs	328-1171	$115-185
Hilton Ontario Airport	Ontario	890-0400	$95-135
Hilton Palm Springs	Palm Springs	320-6868	$175-215
Marquis Hotel	Palm Springs	322-2121	$150-200
Marriott Courtyard	Palm Springs	322-6100	$125
Maruko Hotel	San Bernardino	381-6181	$69-94
Radisson Palm Springs	Palm Springs	327-8311	$129-179
Red Lion Inn	Ontario	983-0909	$119-149
Sheraton Riverside	Riverside	784-8000	$75-89
La Siesta Villas	Palm Springs	325-2269	$125-195
Wyndham Hotel	Palm Springs	322-6000	$170-215

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Clarion-Ontario Airport	Ontario	986-8811	$109-160
Doubletree Resort	Cathedral City	322-7000	$79-225
Embassy Suites	Palm Desert	340-6600	$59-189
Hilton Lodge	Lake Arrowhead	336-1511	
Hilton Ontario Airport	Ontario	980-0400	$69-89
Hilton San Bernardino	San Bernardino	889-0133	$60-65
Hyatt Grand Champions Resort	Indian Wells	341-1000	$69-290
Marquis Hotel	Palm Springs	322-2121	$70-195
Marriott Desert Springs	Palm Desert	341-2211	
Mission Inn	Riverside	784-0300	$95-110
La Quinta Hotel & Resort	La Quinta	564-4111	$70-295
Radisson Palm Springs	Palm Springs	327-8311	
Red Lion Inn	Ontario	983-0909	$68-109
Stouffer Esmeralda	Indian Wells	773-4000	$85-245
Westin Mission Hills Resort	Rancho Mirage	328-5955	$95-275
Wyndham Hotel	Palm Springs	322-6000	$55-175

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Cabrillo	Rancho Mirage	568-2727	M-E
Dar Maghreb	Rancho Mirage	568-9486	M
The Dining Room	Rancho Mirage	321-8282	M-E
Eveleen's	Palm Springs	325-4766	M
Jasmine	Indian Wells	341-1000	M-E
Lakeview	Palm Desert	341-2211	M
Mancuso's	Palm Desert	340-6610	M
Mille Fleurs	Palm Desert	773-3337	M
Rosa's	Ontario	391-1971	M
Sirocco	Indian Wells	773-4444	M
Sycamore Inn	Rancho Cucamonga	982-1104	M
Le Vallauris	Palm Springs	325-5059	M
Wally's Desert Turtle	Rancho Mirage	568-9321	M-E

AIRPORT-TO-CITY TRANSPORTATION
Distance: 15 mi. NW
Time: 20 min.
Taxi: $24.00
Limo: $17.50

DAILY AUTO RENTAL
Average Rate: $51.00

ROCHESTER, N.Y.

VITAL STATISTICS
Population: 994,500
Households: 370,700
Median Age: 33.1
Total EBI: $14,266,062,000
Median Hshld. EBI: $29,974
Total Retail Sales: $7,504,868,000
Buying Power Index: .4273
Chamber of Commerce: 454-2220
Convention & Visitors Bureau: 546-3070
Telephone Area Code: 716

MEAL & LODGING COSTS
Avg. Daily Lodging: $104.17
Meals: B-$6.33
L-$9.37
D-$20.26
PER DIEM
Total: $140.13
Index: 96
TAX RATES
Meals: 7.0%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Brookwood Inn	Pittsford	248-9000	$78-86
Holiday Inn-South	Rochester	475-1510	$74-105
Marriott Airport	Rochester	225-6880	$79-125
Radisson Inn	Rochester	475-1910	$69-109
Stouffer Rochester Plaza	Rochester	546-3450	$118-158
Strathallan Hotel	Rochester	461-5010	$102-147

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Holiday Inn-Genesee Plaza	Rochester	546-6400	$72-86
Marriott Thruway	Rochester	359-1800	$80-100
Stouffer Rochester Plaza	Rochester	546-3450	$79-151

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Chapel's	Rochester	232-2300	M
The Depot	Rochester	381-9991	M
Edwards	Rochester	423-0140	M-E
Glen Edith	Webster	671-6200	M-E
Petals	Rochester	359-1800	M
Richardson's Canal House	Pittsford	248-5000	M-E
Rooney's	Rochester	442-0444	M
Sabrina's	Rochester	461-5010	M
Spring House	Rochester	586-2300	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 5 mi. SW
Time: 10-20 min.
Taxi: $9.00
Limo: N.A.

DAILY AUTO RENTAL
Average Rate: $48.50

SACRAMENTO, CAL.

VITAL STATISTICS
Population: 1,444,900
Households: 561,300
Median Age: 32.8
Total EBI: $21,223,580,000
Median Hshld. EBI: $28,735
Total Retail Sales: $10,824,615,000
Buying Power Index: .6271
Chamber of Commerce: 443-3771
Convention & Visitors Bureau: 442-5542
Telephone Area Code: 916

MEAL & LODGING COSTS
Avg. Daily Lodging: $100.77
Meals: B-$6.08
L-$9.21
D-$16.71
PER DIEM
Total: $132.77
Index: 91
TAX RATES
Meals: 6.75%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Beverly Garland Hotel	Sacramento	929-7900	$66-85
Clarion	Sacramento	444-8000	$92-113
Fountain Suites	Sacramento	441-1444	$92-113
Hilton Inn	Sacramento	922-4700	$88-126
Holiday Inn-Capitol Plaza	Sacramento	446-0100	$84-131
Hyatt Regency	Sacramento	443-1234	$135-175
Marriott Courtyard	Rancho Cordova	638-3800	$69-79
Radisson Inn	Sacramento	922-2020	$72-106
Red Lion Inn	Sacramento	929-8855	$89-130
Red Lion Sacramento	Sacramento	922-8041	$74-99
Sheraton Sunrise Hotel & Towers	Rancho Cordova	638-1100	$79-120

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Beverly Garland Hotel	Sacramento	929-7900	$58-73
El Rancho Resort	West Sacramento	371-6731	$48-60
Hilton Inn	Sacramento	922-4700	$65-102
Holiday Inn-Capitol Plaza	Sacramento	446-0100	
Hyatt Regency	Sacramento	443-1234	$79-155
Radisson Inn	Sacramento	922-2020	$84-119
Red Lion Inn	Sacramento	929-8855	
Red Lion Sacramento	Sacramento	922-8041	$59-87

SACRAMENTO (cont.)

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Biba	Sacramento	455-2422	M
Chanterelle	Sacramento	442-0451	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 11 mi. NW
Time: 15-20 min.
Taxi: $26.00
Limo: $7.50

DAILY AUTO RENTAL
Average Rate: $48.75

SALT LAKE CITY-OGDEN, UTAH

VITAL STATISTICS
Population: 1,069,000
Households: 349,000
Median Age: 27.9
Total EBI: $11,145,168,000
Median Hshld. EBI: $26,355
Total Retail Sales: $6,719,424,000
Buying Power Index: .3720
Chamber of Commerce: 364-3631/621-8300
Convention & Visitors Bureau: 521-2822/629-8288
Telephone Area Code: 801

MEAL & LODGING COSTS
Avg. Daily Lodging: $95.93
Meals: B-$6.74
L-$8.81
D-$15.77
PER DIEM
Total: $127.25
Index: 87
TAX RATES
Meals: 6.25%
Lodging: 10.34%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Doubletree Hotel	Salt Lake City	531-7500	$69-114
Embassy Suites	Salt Lake City	359-7800	$80-110
Hilton Hotel	Salt Lake City	532-3344	$80-117
Little America	Salt Lake City	363-6781	$55-108
Marriott	Salt Lake City	531-0800	$94-135
Peery Hotel	Salt Lake City	521-4300	$64-109
Red Lion Inn	Salt Lake City	328-2000	$89-119

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Doubletree Hotel	Salt Lake City	531-7500	
Hilton Airport	Salt Lake City	539-1515	$69-93
Hilton Hotel	Salt Lake City	532-3344	
Little America	Salt Lake City	363-6781	
Marriott	Salt Lake City	531-0800	$65-90
Park Hotel	Ogden	627-1190	$45-65
Red Lion Inn	Salt Lake City	328-2000	$55-100

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
L'Abeille	Salt Lake City	531-0800	M
La Caille at Quail Run	Salt Lake City	942-1751	M-E
La Fleur de Lys	Salt Lake City	359-5753	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 6 mi. NW
Time: 10-15 min.
Taxi: $10.00
Limo: N.A.

DAILY AUTO RENTAL
Average Rate: $43.25

SAN ANTONIO, TEXAS

VITAL STATISTICS
Population: 1,321,000
Households: 454,600
Median Age: 30.6
Total EBI: $14,068,167,000
Median Hshld. EBI: $22,522
Total Retail Sales: $8,804,923,,000
Buying Power Index: .4729
Chamber of Commerce: 229-2100
Convention & Visitors Bureau: 800-447-3372/270-8700
Telephone Area Code: 512

MEAL & LODGING COSTS
Avg. Daily Lodging: $115.08
Meals: B-$5.59
L-$9.14
D-$24.93
PER DIEM
Total: $154.74
Index: 106
TAX RATES
Meals: 8.25%
Lodging: 13.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Continental Inn	San Antonio	655-3510	$34-56
Embassy Suites-Airport	San Antonio	525-9999	$109-119
Hilton Palacio Del Rio	San Antonio	222-1400	$135-176
Hyatt Regency	San Antonio	222-1234	$125-165
La Mansion Del Norte	San Antonio	341-3535	$105-175
Marriott Courtyard	San Antonio	828-7200	$59-85
Marriott Courtyard-Airport	San Antonio	828-7200	$64-74
Marriott Rivercenter	San Antonio	223-1000	$140-160
Marriott Riverwalk	San Antonio	224-4555	$135-190
Menger Hotel	San Antonio	223-4361	$68-112
Sheraton Gunter	San Antonio	227-3241	$89-129
Wyndham Hotel	San Antonio	691-8888	$109-149

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Palacio Del Rio	San Antonio	222-1400	$140-202
Hyatt Regency	San Antonio	222-1234	$90-170
Marriott Rivercenter	San Antonio	223-1000	
Marriott Riverwalk	San Antonio	224-4555	$108-148
Menger Hotel	San Antonio	223-4361	$65-85
Plaza San Antonio	San Antonio	229-1000	$120-180
Radisson Hotel-Airport	San Antonio	340-6060	$55-90
St. Anthony Park Lane	San Antonio	227-4392	
Sheraton Gunter	San Antonio	227-3241	$80-129
Wyndham Hotel	San Antonio	691-8888	$82-110

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Anaqua Room	San Antonio	229-1000	M-E
Las Canarias	San Antonio	225-2581	M
Crumpet's	San Antonio	821-5454	M
L'Etoile	San Antonio	826-4551	M
The Fairmount	San Antonio	224-8800	M
Fig Tree	San Antonio	224-1976	M-E
La Louisiane	San Antonio	225-7984	M-E
La Provence	San Antonio	225-0722	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 8 mi. N
Time: 15-20 min.
Taxi: $12.00
Limo: $7.00

DAILY AUTO RENTAL
Average Rate: $41.50

SAN DIEGO, CAL.

VITAL STATISTICS
Population: 2,486,500
Households: 906,700
Median Age: 31.8
Total EBI: $38,270,528,000
Median Hshld. EBI: $29,916
Total Retail Sales: $18,779,195,000
Buying Power Index: 1.1084
Chamber of Commerce: 232-0124
Convention & Visitors Bureau: 232-3101
Telephone Area Code: 619

MEAL & LODGING COSTS
Avg. Daily Lodging: $127.18
Meals: B-$6.71
L-$11.99
D-$18.18
PER DIEM
Total: $164.06
Index: 112
TAX RATES
Meals: 7.25%
Lodging: 8.83%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Bay Club Hotel & Marina	San Diego	224-8888	$100-140
Best Western Hacienda	San Diego	298-4707	$105-125
Best Western Oceanside	Oceanside	722-1821	$64-99
Best Western Rancho Bernardo	San Diego	485-6530	$88-135
Catamaran Resort Hotel	Pacific Beach	488-1081	$120-205
Doubletree Hotel	San Diego	543-9000	$105-160
Embassy Suites	La Jolla	453-0400	$125-160
Embassy Suites	San Diego	239-2400	$119-184
Empress Hotel	La Jolla	454-3001	$120-165
Hanalei Hotel	San Diego	297-1101	$80-115
Handlery Stardust	San Diego	298-0511	$60-90
Hilton Beach & Tennis Resort	San Diego	276-4010	$122-200
Holiday Inn-Montgomery Field	San Diego	277-8888	$74-86
Horton Grand	San Diego	544-1866	$99-129
Hyatt Islandia	San Diego	224-1234	$110-170
Inn by the Sea	La Jolla	459-4461	$92-128
Kingston Hotel	San Diego	632-6141	$105-125
Lawrence Welk Inn	Escondido	749-3000	$85-110
Marriott La Jolla	La Jolla	587-1414	$149-169
Marriott Mission Valley	San Diego	692-3800	$140-165
Omni Hotel	San Diego	239-2200	$150-195
Pacific Terrace Inn	Pacific Beach	581-3100	$135-170
Quails Inn	San Marcos	744-0120	$75-115
Radisson Hotel	San Diego	260-0111	$85-95
Radisson Suite Hotel	San Diego	451-6600	$70-100
Ramada Inn	San Diego	696-0234	$75-140
Sea Lodge	La Jolla	459-8271	$135-200
Sheraton Grand on Harbor Island	Harbor Island	291-6400	$125-205
Sheraton Harbor Island East	Harbor Island	291-2900	$115-195
Town & Country	San Diego	291-7131	$72-121
La Valencia	La Jolla	454-0771	$140-250

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Bahia Resort Hotel	San Diego	488-0551	$84-88
Catamaran Resort Hotel	San Diego	488-1081	$95-150
Del Coronado Hotel	Coronado	522-8011	$159-625
Hanalei Hotel	San Diego	297-1101	$65-85
Hilton Beach & Tennis Resort	San Diego	276-4010	
Hilton Del Mar	Del Mar	792-5200	
Holiday Inn-Montgomery Field	San Diego	277-8888	$59-69
La Jolla Village Inn	La Jolla	453-5500	$60-80
Marriott Hotel & Marina	San Diego	234-1500	
Marriott La Jolla	La Jolla	587-1414	$85-140
Marriott Mission Valley	San Diego	692-3800	$75-120
Meridien Coronado	Coronado	435-3000	
Omni Hotel	San Diego	239-2200	
Pointe San Diego	Chula Vista	691-1800	$135-225
Rancho Bernardo Inn	San Diego	487-1611	$125-180
San Diego Hotel	San Diego	234-0221	$50-75
San Diego Princess Hotel	San Diego	274-4630	$115-265
Sheraton Grand on Harbor Island	Harbor Island	291-6400	$115-130
Sheraton Grande Torrey Pines	La Jolla	558-1500	$145-195
Sheraton Harbor Island East	Harbor Island	692-2200	$115-130
Town & Country	San Diego	291-7131	
U.S. Grant Hotel	San Diego	232-3121	
Westgate Hotel	San Diego	238-1818	$108-150

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
The Abbey	San Diego	291-4779	M
*Anthony's Star of the Sea	San Diego	232-7408	M-E
Avanti	La Jolla	454-4288	M
Baci Ristorante	San Diego	275-2094	M
Belgian Lion	San Diego	223-2700	M
El Bizcohco	San Diego	487-1611	M-E
*The Chart House	San Diego	233-7391	
Le Corbier	La Jolla	456-8088	M
Le Fontainebleau	San Diego	238-1818	M
George's at the Cove	La Jolla	454-4244	M
Grant Grill	San Diego	239-6806	M-E
Issimo	La Jolla	454-7004	M-E
Jörg's Gourmet Cuisine	La Mesa	462-4800	M-E
Lubach's	San Diego	232-5129	M
Mister A's	San Diego	239-1377	M-E
Molly's	San Diego	234-1500	M
Pacifica Grill	San Diego	696-9226	M
Rainwater's	San Diego	233-5757	M
Sky Room	La Jolla	454-0771	M-E
Top O' The Cove	La Jolla	454-7779	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 3 mi. NW
Time: 5-10 min.
Taxi: $6.00
Limo: $12.00

DAILY AUTO RENTAL

Average Rate: $50.50

Note: An asterisk (*) indicates a 1990 *S&MM* BEDA (Business Executives' Dining Award) winner.

SAN FRANCISCO, CAL.

VITAL STATISTICS

Population: 1,598,400
Households: 671,000
Median Age: 35.9
Total EBI: $32,627,833,000
Median Hshld. EBI: $36,012
Total Retail Sales: $14,350,759,000
Buying Power Index: .8742
Chamber of Commerce: 392-4511
Convention & Visitors Bureau: 974-6900
Telephone Area Code: 415

MEAL & LODGING COSTS

Avg. Daily Lodging: $157.34
Meals: B-$12.75
L-$17.90
D-$43.75

PER DIEM

Total: $231.74
Index: 158

TAX RATES

Meals: 6.5%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Cathedral Hill Hotel	San Francisco	776-8200	$105-180
Clarion Hotel Airport	Millbrae	692-6363	$99-129
Embassy Suites	Burlingame	342-4600	$149-159
Embassy Suites	South San Francisco	589-3400	$130-170
Fairmont Hotel & Tower	San Francisco	772-5000	$150-290
Galleria Park	San Francisco	781-3060	$99-130
Handlery Hotel-Union Square	San Francisco	781-7800	$110-130
Hilton-Hilton Square	San Francisco	771-1400	$145-240
Hilton-San Francisco Airport	Millbrae	589-0770	$135-170
Holiday Inn-Union Square	San Francisco	398-8900	$135-180
Holiday Inn Crowne Plaza	Burlingame	340-8500	$92-114
Hotel Nikko	San Francisco	394-1111	$180-230
Hyatt Regency	San Francisco	788-1234	$185-268
Hyatt Regency-Airport	Burlingame	347-1234	$149-184
Inn at the Opera	San Francisco	683-8400	$110-170
Kensington Park	San Francisco	788-6400	$110-140
Majestic Hotel	San Francisco	441-1100	$75-145
Marriott Airport	Burlingame	692-9100	$150-170
Marriott Courtyard	San Bruno	952-3333	$82-92
Marriott Fisherman's Wharf	San Francisco	775-7555	$164-212
Marriott Hotel	San Francisco	896-1600	$198-228
Meridien Hotel	San Francisco	974-6400	$170-235
Miyako Hotel	San Francisco	922-3200	$100-155
Orchard Hotel	San Francisco	433-4434	$110-130
Parc Fifty-Five Hotel	San Francisco	392-8000	$160-215
The Prescott	San Francisco	563-0303	$159
The Regis	San Francisco	928-7900	$100-250
The Savoy	San Francisco	441-2700	$88-118
Shertaton at Fisherman's Wharf	San Francisco	362-5500	$145-220
Sofitel	Redwood City	598-9000	$125-140
The Westin-Airport	Millbrae	692-3500	$119-179
The Westin St. Francis	San Francisco	397-7000	$160-350

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Amfac Hotel	Burlingame	347-5444	$85-250
Cathedral Hill Hotel	San Francisco	776-8200	
Clarion Hotel Airport	Millbrae	692-6363	$65-105
Doubletree Club Hotel	Burlingame	344-5500	$84-114
Dunfey San Mateo	San Mateo	573-7661	
Embassy Suites	South San Francisco	589-3400	$105-130
Fairmont Hotel & Tower	San Francisco	772-5000	$150-290
Four Seasons Clift Hotel	San Francisco	775-4700	
Grand Hyatt	San Francisco	398-1234	
Hilton-Hilton Square	San Francisco	771-1400	
Hilton-San Francisco Airport	Millbrae	589-0770	
Holiday Inn-Airport	South San Francisco	589-7200	$59-99
Holiday Inn-Golden Gateway	San Francisco	441-4000	
Hotel Nikko	San Francisco	394-1111	
Hyatt Park	San Francisco	392-1234	$175-260
Hyatt Regency	San Francisco	788-1234	$115-205
Hyatt Regency-Airport	Burlingame	347-1234	$85-150
Lone Mountain-USF	San Francisco	666-6166	
Mark Hopkins Inter-Continental Hotel	San Francisco	392-3434	$120-200
Marriott Airport	Burlingame	692-9100	
Marriott Hotel	San Francisco	896-1600	$100-180
Meridien Hotel	San Francisco	974-6400	$140-225
Miyako Hotel	San Francisco	922-3200	
Parc Fifty-Five Hotel	San Francisco	392-8000	
Ramada at Fisherman's Wharf	San Francisco	885-4700	$80-120
Ritz-Carlton Hotel	San Francisco	296-7465	
Sheraton Palace	San Francisco	392-8600	$145-220
Sir Francis Drake	San Francisco	392-7755	
Sofitel	Redwood City	598-9000	
Stouffer Stanford Court	San Francisco	989-5300	$190-270
Villa Hotel	San Mateo	341-0966	
The Westin-Airport	Millbrae	692-3500	$95-140
The Westin St. Francis	San Francisco	397-7000	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
A. Sabella's	San Francisco	771-6775	M-E
Amelio's	San Francisco	397-4339	M-E
The Big 4	San Francisco	771-1140	M-E
*The Blue Fox	San Francisco	771-1140	M
Cafe 222	San Francisco	394-1111	M
Compton Place	San Francisco	781-5155	M
Carnelian Room	San Francisco	433-7500	M-E
Casa Madrona	Sausalito	331-5888	M
Le Castel	San Francisco	921-7115	M
Cityscape	San Francisco	776-0215	M-E
Le Club	San Francisco	771-5400	M
Corintia	San Francisco	392-3999	M
Donatello	San Francisco	441-7182	M-E
Doros	San Francisco	397-6822	M
*Empress of China	San Francisco	434-1345	M
*Ernie's	San Francisco	397-5969	M
Fleur de Lys	San Francisco	673-7779	M-E
*Fournou's Ovens	San Francisco	989-1910	M-E
The French Room	San Francisco	775-4700	M-E
Jin Jiang-Kee Joon's Penthouse	Burlingame	348-1122	M-E
Julius Castle	San Francisco	362-3042	M
Lascaux	San Francisco	391-1555	M
Masa's	San Francisco	989-7154	M-E
Nob Hill	San Francisco	392-3434	M
North Beach	San Francisco	392-1700	M
L'Olivier	San Francisco	981-7824	M

SAN FRANCISCO (cont.)

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Park Grill	San Francisco	296-2933	M
Pierre at Meridien	San Francisco	974-6400	M-E
Postrio	San Francisco	776-7825	M
*Scoma's	San Francisco	771-4383	M
The Shadows	San Francisco	982-5536	M
Silks	San Francisco	986-2020	M-E
The Squire	San Francisco	772-5000	M
*Tadich Grill	San Francisco	391-2373	M
Tommy Toy's	San Francisco	397-4888	M
Victor's	San Francisco	956-7777	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 14 mi. S
Time: 20 min.
Taxi: $24.00
Limo: $6.00

DAILY AUTO RENTAL

Average Rate: $49.25

Note: An asterisk (*) indicates a 1990 *S&MM* BEDA (Business Executives' Dining Award) winner.

SAN JOSE, CAL.

VITAL STATISTICS

Population: 1,456,200
Households: 515,200
Median Age: 32.0
Total EBI: $26,770,972,000
Median Hshld. EBI: $42,126
Total Retail Sales: $11,668,636,000
Buying Power Index: .7270
Chamber of Commerce: 998-7000
Convention & Visitors Bureau: 295-9600
Telephone Area Code: 408 (Milpitas/San Jose/Santa Clara/Sunnyvale), 415 (Palo Alto)

MEAL & LODGING COSTS

Avg. Daily Lodging: $119.31
Meals: B-$7.31
L-$11.44
D-$18.93

PER DIEM

Total: $156.99
Index: 107

TAX RATES

Meals: 7.25%
Lodging: 10.00%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Le Baron Hotel	San Jose	453-6200	$105-135
Beverly Heritage	Milpitas	943-9080	$90-105
Campbell Inn	Campbell	374-4300	$85-135
Embassy Suites	Milpitas	942-0400	$89-149
Embassy Suites	Santa Clara	496-6400	$154-169
Hilton Sunnyvale	Sunnyvale	738-4888	$100-160
Holiday Inn-Palo Alto	Palo Alto	328-2800	$105-134
Holiday Inn-Park Center Plaza	San Jose	998-0400	$78-95
Holiday Inn-Sunnyvale	Sunnyvale	245-5330	$94-124
Hyatt Rickeys	Palo Alto	493-8000	$139-154
Hyatt San Jose	San Jose	993-1234	$129-154
Marriott Hotel	Santa Clara	988-1500	$89-165
Marriott Courtyard	Cupertino	252-9100	$65-95
Pruneyard Inn	Campbell	559-4300	$85-205
Radisson Haus Inn	Sunnyvale	247-0800	$90-105
Radisson San Jose	San Jose	452-0200	$118-133
Red Lion Inn	San Jose	453-4000	$130-145
Sheraton Silicon Valley East	Milpitas	943-0600	$98-128
Sheraton Sunnyvale Inn	Sunnyvale	745-6000	$96-120
Sundowner Inn	Sunnyvale	734-9900	$93-105
Woodmark	Santa Clara	446-3030	$117-147

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Le Baron Hotel	San Jose	453-6200	$70-90
Doubletree Hotel	Santa Clara	986-0700	
Fairmont Hotel	San Jose	998-1900	$125-160
Hilton Sunnyvale	Sunnyvale	738-4888	
Hyatt Rickeys	Palo Alto	493-8000	$78-125
Hyatt San Jose	San Jose	993-1234	
Marriott Hotel	Santa Clara	988-1500	$45-135
Red Lion Inn	San Jose	453-4000	
Sheraton Sunnyvale Inn	Sunnyvale	745-6000	$50-100

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Alexander's	Santa Clara	988-1500	M-E
Emile's	San Jose	289-1960	M
Les Saisons	San Jose	998-1900	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 3 mi. NW
Time: 7-10 min.
Taxi: $9.75
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: $47.25

SCRANTON-WILKES BARRE, PA.

VITAL STATISTICS

Population: 740,300
Households: 286,100
Median Age: 37.5
Total EBI: $8,558,581,000
Median Hshld. EBI: $22,695
Total Retail Sales: $5,275,087,000
Buying Power Index: .2813
Chamber of Commerce: 342-7711/823-2101
Convention & Visitors Bureau: 342-7711/288-6784
Telephone Area Code: 717

MEAL & LODGING COSTS

Avg. Daily Lodging: $68.64
Meals: B-N.A.
L-N.A.
D-N.A.

PER DIEM

Total: N.A.
Index: N.A.

TAX RATES

Meals: 6.0%
Lodging: 6.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Genetti Lodge	Hazleton	454-2494	$52-80
Holiday Inn	Wilkes-Barre	824-8901	$54-84
Holiday Inn-Hazleton	Hazleton	455-2061	$54-71
The Inn at Nichols Village	Clarks Summit	587-1135	$72-116
Royce Hotel	Scanton	342-8300	$74-105
Sheraton Hotel	Scranton	344-9811	$68-88
Woodlands Inn & Resort	Wilkes-Barre	824-9831	$53-110

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Ramada Hotel	Wilkes-Barre	824-7100	$55-60

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Norma Jeane's	Wilkes-Barre	829-0000	M
Sojourner	Clarks Summit	587-4124	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 10 mi.
Time: 15-20 min.
Taxi: $12.00
Limo: $10.50

DAILY AUTO RENTAL

Average Rate: $47.00

**None of the restaurants in this metro area meet the established criteria for inclusion in the *SMBP*'s listings. Therefore, a sampling of local restaurants has been selected independently.

SPOKANE, WASH.

VITAL STATISTICS

Population: 358,400
Households: 142,700
Median Age: 32.4
Total EBI: $4,090,491,000
Median Hshld. EBI: $22,235
Total Retail Sales: $2,742,048,000
Buying Power Index: .1387
Chamber of Commerce: 624-1393
Convention & Visitors Bureau: 624-1341
Telephone Area Code: 509

MEAL & LODGING COSTS

Avg. Daily Lodging: $73.28
Meals: B-N.A.
L-N.A.
D-N.A.

PER DIEM

Total: N.A.
Index: N.A.

TAX RATES

Meals: 7.9%
Lodging: 7.9%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Cavanaugh's Inn at the Park	Spokane	326-8000	$75-118
Cavanaugh's River Inn	Spokane	326-5577	$62-75
Marriott Courtyard	Spokane	456-7600	$57-77
Quality Inn-Oakwood	Spokane	467-4900	$49-63
Quality Inn-Valley Suites	Spokane	928-5218	$50-75
Ramada Inn	Spokane	838-5211	$54-90
Red Lion Motor Inn	Spokane	924-9000	$$68-90
Sheraton Hotel	Spokane	455-9600	$69-97
Westcoast Ridpath	Spokane	838-2711	$65-85

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Cavanaugh's Inn at the Park	Spokane	326-8000	$61-79
Red Lion Motor Inn	Spokane	924-9000	$45-73
Sheraton Hotel	Spokane	455-9600	
Westcoast Ridpath	Spokane	838-2711	$51-87

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
1881	Spokane	455-9600	M
Patsy Clark's	Spokane	838-8300	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 6 mi. SW
Time: 15-20 min.
Taxi: $12.00
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: $46.00

SEATTLE, WASH.

VITAL STATISTICS
Population: 1,866,900
Households: 760,400
Median Age: 33.1
Total EBI: $32,109,184,000
Median Hshld. EBI: $34,230
Total Retail Sales: $15,834,772,000
Buying Power Index: .9135
Chamber of Commerce: 389-7200
Convention & Visitors Bureau: 461-5840
Telephone Area Code: 206

MEAL & LODGING COSTS
Avg. Daily Lodging: $125.37
Meals: B-$8.53
L-$9.72
D-$19.67
PER DIEM
Total: $163.29
Index: 112
TAX RATES
Meals: 8.2%
Lodging: 13.6%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Greenwood	Bellevue	455-9444	$72-88
Doubletree Inn	Seattle	246-8220	$94-104
Doubletree Suites	Seattle	575-8220	$110-200
Edgewater Inn	Seattle	728-1000	$100-155
Hilton	Seattle	624-0500	$133-198
Hilton Bellevue	Bellevue	455-3330	$93-109
Hilton Seattle Airport	Seattle	244-4800	$99-140
Holiday Inn-Bellevue	Bellevue	455-5240	$83-98
Holiday Inn Crowne Plaza	Seattle	464-1980	$145-172
Hyatt Regency	Bellevue	462-1234	$135-179
Inn at the Market	Seattle	446-4484	$90-160
Marriott Courtyard	Tukwila	575-2000	$78-88
Marriott Sea-Tac	Seattle	241-2000	$122-132
Mayflower Park	Seattle	623-8700	$85-110
Meany Tower	Seattle	634-2000	$82-97
Radisson Seattle Airport	Seattle	244-6000	$93-115
Red Lion Hotel-Bellevue	Bellevue	455-1300	$135-179
Red Lion Hotel-Bellevue Center	Bellevue	455-1515	$80-110
Red Lion Hotel Sea-Tac	Seattle	246-8600	$99-150
Sheraton Hotel & Towers	Seattle	621-9000	$150-200
Warwick	Seattle	443-4300	$145-190
Westin Seattle	Seattle	728-1000	$145-225
Wyndham Garden	Bothell	485-5557	$80-120

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Four Seasons Olympic Hotel	Seattle	621-1700	$115-165
Hilton Seattle Airport	Seattle	244-4800	$105-140
Holiday Inn-Renton	Renton	226-7700	$59-79
Hyatt Regency	Bellevue	462-1234	
Marriott Sea-Tac	Seattle	241-2000	
Quality Inn	Everett	745-2555	$55-61
Quality Inn Sea-Tac	Seattle	246-9110	$48-53
Radisson Seattle Airport	Seattle	244-6000	$70-100
Red Lion Hotel-Bellevue	Bellevue	455-1300	$69-125
Red Lion Hotel Sea-Tac	Seattle	246-8600	
Sheraton Hotel & Towers	Seattle	621-9000	$68-98
Stouffer Madison Hotel	Seattle	583-0300	
West Coast Everett Pacific Hotel	Seattle	339-3333	$53-63
Westin Seattle	Seattle	728-1000	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Adriatica	Seattle	285-5000	M
Cafe Alexis	Seattle	624-3646	M
Canlis	Seattle	283-3313	M-E
Fuller's	Seattle	621-9000	M
Georgian Room	Seattle	621-1700	M-E
Gerard's Relais de Lyon	Seattle	485-7600	M-E
Henry's Off Broadway	Seattle	329-8063	M-E
Hunt Club	Seattle	622-6400	M-E
*Ivar's Indian Salmon House	Seattle	632-0767	M
Labuznik	Seattle	441-8899	M-E
Latitude 47	Seattle	284-1047	M
Mirabeau	Seattle	624-4550	M
The Other Place	Seattle	623-7340	M
Palm Court	Seattle	728-1000	M
Prego's	Seattle	583-0300	M
Le Provencal	Kirkland	827-3300	M
*Ray's Boathouse	Seattle	789-3770	M
Le Tastevin	Seattle	283-0991	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 13 mi. S
Time: 20-40 min.
Taxi: $25.25
Limo: $6.00

DAILY AUTO RENTAL
Average Rate: $49.25

Note: An asterisk (*) indicates a 1990 S&MM BEDA (Business Executives' Dining Award winner

SPRINGFIELD, MASS.

VITAL STATISTICS
Population: 595,700
Households: 221,100
Median Age: 33.4
Total EBI: $8,097,441,000
Median Hshld. EBI: $27,599
Total Retail Sales: $4,456,958,000
Buying Power Index: .2484
Chamber of Commerce: 787-1555
Convention & Visitors Bureau: 787-1548
Telephone Area Code: 413

MEAL & LODGING COSTS
Avg. Daily Lodging: $101.58
Meals: B-$7.40
L-$8.24
D-$17.50
PER DIEM
Total: $134.72
Index: 92
TAX RATES
Meals: 5.0%
Lodging: 9.7%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Hilton Inn-Northampton	Northampton	586-1211	$75-105
Howard Johnson	West Springfield	739-7261	$49-61
Marriott Springfield	Springfield	781-7111	$115-145
Northampton Hotel	Northampton	584-3100	$74-125
Ramada West	West Springfield	781-8750	$85-110
Sheraton-Monarch Place	Springfield	781-1010	$125-150

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Marriott Springfield	Springfield	781-7111	$69-115
Ramada West	West Springfield	781-8750	$50-60
Sheraton-Monarch Place	Springfield	781-1010	$75-125

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Beardsley's Cafe	Northampton	586-2699	M
Old Storrowton Tavern	West Springfield	732-4188	M
Upper Crust	Springfield	781-1010	M

AIRPORT-TO-CITY TRANSPORTATION
Distance: 18 mi. S
Time: 30 min.
Taxi: $28.00
Limo: N.A.

DAILY AUTO RENTAL
Average Rate: $49.00

ST. LOUIS, MO.

VITAL STATISTICS
Population: 2,484,900
Households: 918,500
Median Age: 33.4
Total EBI: $34,668,544,000
Median Hshld. EBI: $29,453
Total Retail Sales: $17,226,344,000
Buying Power Index: 1.0262
Chamber of Commerce: 231-5555
Convention & Visitors Bureau: 800-325-7962/421-1023
Telephone Area Code: 314

MEAL & LODGING COSTS
Avg. Daily Lodging: $108.87
Meals: B-$6.68
L-$11.01
D-$20.19
PER DIEM
Total: $146.75
Index: 100
TAX RATES
Meals: 6.0%
Lodging: 9.475%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Adam's Mark	St. Louis	241-7400	$135-150
Breckenridge Frontenac	Des Peres	993-1100	$75-158
Cheshire Inn & Lodge	Richmond Heights	647-7300	$86-110
Doubletree Hotel & Conference Center	Chesterfield	532-5000	$135-150
Harley Hotel	Earth City	291-6800	$70-87
Hilton Daniele	Clayton	721-0101	$70-129
Hilton Hotel	Berkeley	426-5500	$98-150
Holiday Inn-Southwest	Sappington	821-6600	$67-83
Holiday Inn-Westport	Maryland Heights	434-0100	$81-110
Hyatt Regency-Union Station	St. Louis	231-1234	$110-145
Marriott Airport	St. Louis	423-9700	$125-150
Marriott Courtyard	Creve Coeur	993-0515	$72-96
Marriott Pavilion	St. Louis	421-1776	$120-150
Oakland Park Inn	Berkely	427-4700	$82-107
Radisson Hotel	Clayton	726-5400	$72-90
Sheraton Plaza	Maryland Heights	434-5010	$94-125
Sheraton South	Lemay	892-3600	$68-88
Sheraton West Port Inn	Maryland Heights	878-1500	$94-125
Stouffer Concourse	Berkeley	429-1100	$125-155

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Adam's Mark	St. Louis	241-7400	
Breckenridge Frontenac	Des Peres	993-1100	$65-100
Clarion Hotel	St. Louis	241-9500	$40-90
Doubletree Hotel & Conference Center	Chesterfield	532-5000	$180-155
Henry VIII Hotel & Conference Center	Bridgeton	731-3040	
Hilton Hotel	Berkeley	426-5500	$65-150
Holiday Inn-Clayton Plaza	Clayton	863-0400	$50-85
Holiday Inn-Riverfront	St. Louis	621-8200	$49-99
Hyatt Regency-Union Station	St. Louis	231-1234	$105-185
Marriott Airport	St. Louis	423-9700	
Marriott Pavilion	St. Louis	421-1776	$65-105
Ritz-Carlton St. Louis	St. Louis	863-6300	$120-180
Sheraton Plaza	Maryland Heights	434-5010	$62-98
Sheraton St. Louis	St. Louis	231-5100	$69-134
Sheraton West Port Inn	Maryland Heights	878-1500	$59-94
Stouffer Concourse	Berkeley	429-1100	$59-109
Stratford House	Fenton	343-4300	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Agostino's Colosseum	Creve Coeur	434-2959	M-E
Ai Baker's	Richmond Hill	863-8878	M
Al's	St. Louis	421-6399	M-E
*Anthony's	St. Louis	231-2434	M-E
L'Auberge Bretonne	Clayton	721-0100	M
Benedetto's	Des Peres	821-2555	M
Boccacio's	St. Charles	947-7737	M
Bruno's Little Italy	St. Louis	781-5988	M
Cafe De France	St. Louis	231-2204	M-E
Chez Louis	Clayton	863-8400	M
Dominic's	St. Louis	771-1632	M
Fio's La Fourchette	Richmond Heights	863-6866	M
G P Agostino's	Ellisville	391-5480	M
Gian Peppe's	St. Louis	772-3303	M
Giovanni's	St. Louis	772-5958	M
Giovanni's Little Place	Ballwin	227-7230	M
John Mineo's	Town & Country	434-5244	M
John Mineo's II & Pauls	St. Louis	421-2324	M
Port St. Louis	St. Louis	727-1142	M
*Tony's	St. Louis	231-7007	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 13 mi. NW
Time: 20-30 min.
Taxi: $16.50
Limo: $6.00

DAILY AUTO RENTAL

Average Rate: $46.25

Note: An asterisk (*) indicates a 1990 *S&MM* BEDA (Business Executives' Dining Award) winner.

SYRACUSE, N.Y.

VITAL STATISTICS

Population: 656,100
Households: 239,500
Median Age: 32.3
Total EBI: $8,632,859,000
Median Hshld. EBI: $27,509
Total Retail Sales: $4,764,694,000
Buying Power Index: .2668
Chamber of Commerce: 470-1800
Convention & Visitors Bureau: 470-1800
Telephone Area Code: 315

MEAL & LODGING COSTS

Avg. Daily Lodging: $94.50
Meals: B-$6.12
L-$9.65
D-$18.69

PER DIEM
Total: $128.96
Index: 88

TAX RATES
Meals: 7.0%
Lodging: 10.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Holiday Inn-North	North Syracuse	457-4000	$69-82
Hotels at Syracuse Square	Syracuse	422-5121	$57-120
Marriott Courtyard	Syracuse	432-0300	$72-85
Marriott Syracuse	East Syracuse	432-0200	$105-160
Sheraton Inn Syracuse	Liverpool	457-1122	$75-105
Sheraton University Inn & Conference Center	Syracuse	475-3000	$92-112

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Marriott Syracuse	Syracuse	432-0200	$96-150
Sheraton Inn Syracuse	Liverpool	457-1122	$69-130
Sheraton University Inn & Conference Center	Syracuse	475-3000	$88-104

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Crittela's Ristorante	Manlius	682-4230	M
Inn Between	Camillus	672-3166	M
Nikki's Downtown	Syracuse	424-1172	M
Sterio's Landmark	Syracuse	472-8883	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 6.5 mi. NE
Time: 10-15 min.
Taxi: $10.50
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: $48.25

TACOMA, WASH.

VITAL STATISTICS

Population: 562,300
Households: 213,300
Median Age: 31.4
Total EBI: $6,317,238,000
Median Hshld. EBI: $23,070
Total Retail Sales: $3,736,210,000
Buying Power Index: .2061
Chamber of Commerce: 627-2175
Convention & Visitors Bureau: 627-2836
Telephone Area Code: 206

MEAL & LODGING COSTS

Avg. Daily Lodging: $59.20
Meals: B-N.A.
L-N.A.
D-N.A.

PER DIEM
Total: N.A.
Index: N.A.

TAX RATES
Meals: 7.8%
Lodging: 9.8%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Executive Inn	Fife	922-0080	$53-65
Best Western Lakewood	Tacoma	584-2212	$44-60
Best Western Tacoma	Tacoma	535-2880	$56-70
La Quinta	Tacoma	383-0146	$55-67
Royal Coachman	Tacoma	922-2500	$52-70

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Sheraton Tacoma Hotel	Tacoma	572-3200	$85-95

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Lobster Shop South	Tacoma	759-2165	M
The Rose Room	Tacoma	591-4155	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 23 mi. N
Time: 30-45 min.
Taxi: $36.00
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: $43.63

TAMPA-ST.PETERSBURG-CLEARWATER, FLA.

VITAL STATISTICS

Population: 2,080,800
Households: 887,000
Median Age: 40.9
Total EBI: $28,029,245,000
Median Hshld. EBI: $23,541
Total Retail Sales: $15,835,563,000
Buying Power Index: .8686
Chamber of Commerce: 228-7777/821-4715/461-0011
Convention & Visitors Bureau: 800-826-8358/223-1111/530-6452
Telephone Area Code: 813

MEAL & LODGING COSTS

Avg. Daily Lodging: $128.56
Meals: B-$7.47
L-$7.88
D-$19.74

PER DIEM
Total: $163.65
Index: 112

TAX RATES
Meals: 6.0%
Lodging: 8.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Alden Hotel	St. Petersburg Bch.	360-7081	$99-132
Belleview Mido Hotel	Clearwater	442-6171	$99-165
Best Western Seastone Resort	Clearwater Beach	441-1722	$84-93

TAMPA-ST. PETERSBURG-CLEARWATER (cont.)

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Embassy Suites-Airport	Tampa	873-8675	$119-129
Embassy Suites-Busch Gardens	Tampa	971-7690	$79-129
Guest Quarters	Tampa	875-1555	$99-119
Quest Quarters on Tampa Bay	Tampa	888-8800	$125-145
Hilton	Clearwater Beach	447-9566	$99-165
Hilton-Airport	Tampa	877-6688	$95-160
Hilton-Redington Beach	N. Redington Beach	391-4000	$110-175
Hilton Inn	St. Petersburg Bch.	360-1811	$110-155
Holiday Inn-Airport	Clearwater	577-9100	$81-106
Holiday Inn-Gulfview	Clearwater Beach	447-6461	$86-131
Holiday Inn-Sabal Park	Tampa	623-6363	$95-125
Holiday Inn-Surfside	Clearwater Beach	461-3222	$135-160
Hyatt Regency	Tampa	225-1234	$135-150
Marriott-Airport	Tampa	879-5151	$89-175
Marriott-Westshore	Tampa	287-2555	$140-400
Marriott Courtyard	Clearwater	572-8484	$78-84
Marriott Courtyard	Tampa	874-0555	$80-90
Omni-Westshore	Tampa	289-8200	$125-140
Radisson Bay Harbor Inn	Tampa	281-8900	$94-124
Radisson Suite Resort	Clearwater Beach	596-1100	$135-195
Sandpiper Beach	St. Petersburg Bch.	360-5551	$121-169
Sheraton Sand Key Resort	Clearwater Beach	595-1611	$113-183
Sheraton Tampa East	Tampa	626-0999	$73-88
Tradewinds	St. Petersburg Bch.	367-6461	$159-199

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Belleview Mido Hotel	Clearwater	442-6171	$75-170
Don Cesar (a Registry Resort)	St. Petersburg Bch.	360-1881	$100-206
Hilton-Airport	Tampa	877-6688	$65-115
Hilton & Towers	St. Petersburg	894-5000	$67-99
Holiday Inn-Airport	Tampa	879-4800	
Holiday Inn-Ashley Plaza	Tampa	223-1351	$58-68
Holiday Inn-Sabal Park	Tampa	623-6363	$75105
Hyatt Regency	Tampa	225-1234	
Hyatt Regency Westshore	Tampa	874-1234	
Innisbrook Resort	Tarpon Springs	942-2000	$65-175
Marriott-Airport	Tampa	879-5151	
Marriott-Westshore	Tampa	287-2555	
Omni-Westshore	Tampa	289-2800	$59-115
Radisson Bay Harbor Inn	Tampa	281-8900	$69-109
Radisson Suite Resort	Clearwater Beach	596-1100	
Ramada Hotel-Airport	Tampa	877-0534	$45-69
Ramada Resort & Conference Center	Tampa	933-4011	$52-59
Saddlebrook Resort	Wesley Chapel	973-1111	$80-295
Safety Harbor Spa & Conference Center	Safety Harbor	726-1161	$65-185
Sheraton Grand Hotel	Tampa	286-4400	$70-125
Sheraton Sand Key Resort	Clearwater Beach	595-1611	
Tradewinds	St. Petersburg Bch.	367-6461	$90-160
Wyndham Harbour Island	Harbour Island	229-5000	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Armani's	Tampa	874-1234	M
Basta's	St. Petersburg	894-7880	M
Bentley's	Clearwater	797-1177	M
*Bern's Steak House	Tampa	251-2421	M-E
Black Swan	Clearwater	535-7926	M
*Columbia	Tampa	248-4961	
Dolce Vita	Clearwater	791-1552	M
Donatello	Tampa	875-6660	M
Harbour View	Harbour Island	229-5001	M
Heilman's Beachcomber	Clearwater Beach	442-4144	M
King Charles	St. Petersburg Bch.	360-1881	M-E
Lauro Ristorante	Tampa	221-3664	M
Le Pompano	Indian Shores	596-0333	M
RG's at City Center	Tampa	229-5536	M
Wine Cellar	N. Redington Beach	393-3491	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. NW
Time: 10-15 min.
Taxi: $14.00
Limo: $10.00

DAILY AUTO RENTAL

Average Rate: $37.50

Note: An asterisk (*) indicates a 1990 *S&MM* BEDA (Business Executives' Dining Award) winner.

TOLEDO, OHIO

VITAL STATISTICS

Population: 620,800
Households: 237,400
Median Age: 31.9
Total EBI: $7,898,730,000
Median Hshld. EBI: $25,805
Total Retail Sales: $4,336,940,000
Buying Power Index: .2453
Chamber of Commerce: 243-8191
Convention & Visitors Bureau: 800-243-4667/321-6404
Telephone Area Code: 419

MEAL & LODGING COSTS

Avg. Daily Lodging: $86.00
Meals: B-$5.53
L-$6.90
D-$18.10

PER DIEM
Total: $116.53
Index: 80

TAX RATES
Meals: 6.0%
Lodging: 12.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Hilton Hotel	Toledo	381-6800	$$60-105
Holiday Inn-French Quarter	Perrysburg	874-3111	$56-124
Holiday Inn-Southwyck	Toledo	381-8765	$39-82
Marriott Courtyard	Holland	866-1001	$66-76
Marriott Hotel	Toledo	241-1411	$99-109
Radisson	Toledo	241-3000	$65-185
Ramada Inn	Toledo	865-1361	$59-66
Sheraton Westgate	Toledo	535-7070	$60-125

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Holiday Inn-French Quarter	Perrysburg	874-3111	$54-118
Radisson	Toledo	241-3000	$55-85
Riverview Inn	Toledo	243-8860	$44-64
Sheraton Westgate	Toledo	535-7070	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Fifi's	Toledo	866-6777	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 17 mi. SW
Time: 20 min.
Taxi: $28.00
Limo: $15.00

DAILY AUTO RENTAL

Average Rate: $38.25

TUCSON, ARIZ.

VITAL STATISTICS

Population: 663,100
Households: 265,200
Median Age: 32.7
Total EBI: $7,433,014,000
Median Hshld. EBI: $21,335
Total Retail Sales: $4,037,977,000
Buying Power Index: .2366
Chamber of Commerce: 792-1212
Convention & Visitors Bureau: 624-1817
Telephone Area Code: 602

MEAL & LODGING COSTS

Avg. Daily Lodging: $95.12
Meals: B-$7.27
L-$9.32
D-$18.03

PER DIEM
Total: $129.74
Index: 89

TAX RATES
Meals: 7.0%
Lodging: None

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western Royal Sun	Tucson	746-0271	$65-80
Doubletree Hotel	Tucson	881-4200	$105-115
Embassy Suites-Airport	Tucson	573-0700	$90-105
Embassy Suites-Broadway	Tucson	745-2700	$84-114
Hilton East	Tucson	721-5600	$95-107
Holiday Inn-Palo Verde Plaza	Tucson	746-1161	$55-90
Hotel Park Tucson	Tucson	323-6262	$105-155
Marriott Courtyard-Airport	Tucson	573-0000	$72-88
Quality Inn-Airport	Tucson	746-3932	$50-110
Radisson Suites	Tucson	721-7100	$115-125
Ramada Inn-Airport	Tucson	294-5250	$55-95
Smuggler's Inn	Tucson	296-3292	$49-95
Viscount Suite Hotel	Tucson	745-6500	$122-132

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Holiday Inn-Broadway	Tucson	624-8711	
Holiday Inn-Palo Verde Plaza	Tucson	746-1161	$52-77
Hotel Park Tucson	Tucson	323-6262	$45-125
Loew's Ventana Canyon	Tucson	299-20[illegible]	$210-305

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Ramada Inn-Downtown	Tucson	624-8341	
Sheraton El Conquistador	Tucson	742-7000	$70-215
Westin La Paloma	Tucson	742-6000	
Westward Look Resort	Tucson	297-11[illegible]	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Anthony's in the Catalina's	Tucson	299-11771	M
Arizona Inn	Tucson	325-1541	M
Cafe Terra Cotta	Tucson	577-8100	M
Capriccio	Tucson	887-2333	M
Charles	Tucson	296-7173	M
The Gold Room	Tucson	297-1151	M-E
Janos	Tucson	884-9426	M
Jerome's	Tucson	721-0311	M
Olive Tree	Tucson	298-1845	M
Painted Desert	Tucson	795-8440	M-E
Palomino	Tucson	795-5561	M
Scordato's	Tucson	792-3055	M
The Tack Room	Tucson	722-2800	M-E
Ventana Room	Tucson	299-2020	M
La Villa	Tucson	577-5806	M
The White Dove	Tucson	742-7000	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 10 mi. S
Time: 15-20 min
Taxi: $14.50
Limo: $10.25

DAILY AUTO RENTAL

Average Rate: $35.00

TULSA, OKLA.

VITAL STATISTICS

Population: 740,500
Households: 289,500
Median Age: 32.7
Total EBI: $8,258,670,000
Median Hshld. EBI: $21,879
Total Retail Sales: $5,107,187,000
Buying Power Index: .2737
Chamber of Commerce: 585-1201
Convention & Visitors Bureau: 585-1201
Telephone Area Code: 918

MEAL & LODGING COSTS

Avg. Daily Lodging: $87.50
Meals: B-$5.59
L-$8.27
D-$17.81

PER DIEM

Total: $119.17
Index: 81

TAX RATES

Meals: 7.0%
Lodging: 12.5%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Doubletree at Warren Place	Tulsa	495-1000	$86-116
Doubletree Downtown	Tulsa	587-8000	$99-139
Embassy Suites	Tulsa	622-4000	$109-124
Holiday Inn-Tulsa Central Holidome	Tulsa	663-4541	$54-61
Sheraton Kensington	Tulsa	493-7000	$79-124

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Doubletree at Warren Place	Tulsa	495-1000	
Doubletree Downtown	Tulsa	587-8000	$60-90
Grandview Hotel	Tulsa	492-5000	
Marriott Hotel	Tulsa	627-5000	$49-94
Park Plaza Hotel	Tulsa	622-7000	$35-97
Sheraton Kensington	Tulsa	493-7000	
Westin Williams Center	Tulsa	582-9000	$70-100

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Atlantic Sea Grill	Tulsa	252-7966	M
Fountains	Tulsa	749-9916	M
Montagues Grill	Tulsa	582-9000	M-E
Warren Duck Club	Tulsa	495-1000	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 9 mi. NE
Time: 15-20 min.
Taxi: $12.75
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: $45.67

WASHINGTON, D.C.

VITAL STATISTICS

Population: 3,778,200
Households: 1,424,100
Median Age: 32.5
Total EBI: $73,784,364,000
Median Hshld. EBI: $41,545
Total Retail Sales: $31,376,074,000
Buying Power Index: 1.9717
Chamber of Commerce: 347-7201
Convention & Visitors Bureau: 789-7000
Telephone Area Code: 202

MEAL & LODGING COSTS

Avg. Daily Lodging: $197.50
Meals: B-$8.56
L-$15.23
D-$24.14

PER DIEM

Total: $245.43
Index: 167

TAX RATES

Meals: 6.0%
Lodging: 11.0%

HOTELS/MOTELS (District of Columbia Only)

NAME	QUADRANT	PHONE	RATES
Embassy Row	NW	265-1600	$165-215
Grand	NW	429-0100	$210-250
Grand Hyatt	NW	582-1234	$189-264
Henley Park	NW	638-5200	$135-215
Hilton & Towers	NW	483-3000	$162-252
Hilton Hotel-Capital	NW	393-1000	$185-250
Holiday Inn Crowne Plaza	NW	737-2200	$125-190
J.W. Marriott	NW	393-2000	$199-264
Jefferson Hotel	NW	347-2200	$190-300
Madison Hotel	NW	862-1600	$195-420
Marriott Washington	NW	872-1500	$175-205
The Mayflower (a Stouffer Hotel)	NW	347-3000	$95-265
Omni Georgetown	NW	293-3100	$125-210
Radisson Park Terrace	NW	232-7000	$125-150
Ramada Renaissance-Downtown	NW	775-0800	$140-190
Ramada Renaissance-Techworld	NW	898-9000	$145-185
Washington Court-Capitol Hill	NW	628-2100	$160-300
Washington Hotel	NW	638-5900	$125-190
Washington Vista	NW	429-1700	$145-225
Wyndham Bristol	NW	955-6400	$155-215

MEETING SITES/CONFERENCE CENTERS

NAME	QUADRANT	PHONE	GROUP RATES
Ana Hotel	NW	429-2400	
Georgetown University Conference Center	NW	625-4763	
Grand Hyatt	NW	582-1234	
Hilton & Towers	NW	483-3000	$166-256
Hilton Hotel-Capital	NW	393-1000	$150-220
Hyatt Regency	NW	737-1234	
J.W. Marriott	NW	393-2000	
Loew's L'Enfant Plaza	SW	484-1000	$98-180
Madison Hotel	NW	862-1600	$125-255
Marriott Washington	NW	872-1500	
The Mayflower (a Stouffer Hotel)	NW	347-3000	$95-215
Park Hyatt	NW	789-1234	$159-375
Ramada Renaissance-Techworld	NW	898-9000	$145-185
Sheraton Washington Hotel	NW	232-2571	
Washington Court-Capitol Hill	NW	628-2100	$110-230
Washington Plaza Hotel	NW	842-1300	
Washington Vista	NW	429-1700	$115-195
Willard Inter-Continental Hotel	NW	628-9100	

RESTAURANTS

NAME	QUADRANT	PHONE	PRICE CODE
Adirondacks	NW	682-1840	M
Aux Beaux Champs	NW	342-0444	M-E
China Regency	NW	944-4266	M
Colonnade Room	NW	457-5000	M
Dominique's	NW	452-1126	M
Filomena Italian Brasserie	NW	338-8800	M-E
Germaine's	NW	965-1185	M
I Ricchi	NW	835-0549	M
Jean Louis	NW	298-4488	E
Jean Pierre	NW	466-2022	M-E
Jockey Club	NW	659-8000	M
John Hay Room	NW	638-6600	M
Le Lion D'Or	NW	296-7972	M-E
Maison Blanche/Rive Gauche	NW	842-0070	M
Melrose	NW	955-3899	M-E
Mr. K's	NW	331-8868	M
Montpelier	NW	862-1712	M
Morrison-Clark	NW	289-8580	M
Morton's of Chicago	NW	342-6258	M
Occidental	NW	783-1475	M-E
Le Pavillon	NW	833-3846	E
Prime Rib	NW	466-8811	M-E
Sea Catch	NW	337-8855	M
1789	NW	965-1789	M-E

WASHINGTON, D.C. (cont'd)

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Taberna del Alabardero	NW	429-2200	M
Tiberio	NW	452-1915	M-E
Twenty-One Federal	NW	331-9771	M
Vincenzo	NW	667-0047	M
Willard Room	NW	628-9100	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: National-4 mi. S
Dulles-26 mi. W
Time: National-20 min.
Dulles-45-60 min.
Taxi: National-$11.50
Dulles-$39.00
Limo: National-N.A.
Dulles-$12.00

DAILY AUTO RENTAL

Average Rate: $54.00

Note: The District of Columbia is divided into four quadrants that emanate from the Capitol building. They are **NE** (Northeast), **NW** (Northwest), **SE** (Southeast), and **SW** (Southwest). All D.C. addresses carry one of these designations, and listings of Hotels/Motels, Meeting Sites/Conference Centers, and Restaurants are followed by the appropriate location indicator.

WEST PALM BEACH-BOCA RATON-DELRAY BEACH, FLA.

VITAL STATISTICS

Population: 870,800
Households: 373,400
Median Age: 42.1
Total EBI: $15,058,492,000
Median Hshld. EBI: $29,554
Total Retail Sales: $7,700,939,000
Buying Power Index: .4329
Chamber of Commerce: 833-3711/395-4433/278-0424
Convention & Visitors Bureau: 471-3995
Telephone Area Code: 407

MEAL & LODGING COSTS

Avg. Daily Lodging: $132.29
Meals: B-$5.42
L-$8.78
D-$20.42

PER DIEM

Total: $166.91
Index: 114

TAX RATES

Meals: 5.0%
Lodging: 11.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Bridge Hotel	Boca Raton	368-9500	$97-120
Hilton Palm Beach	Palm Beach	586-6542	$185-260
Hilton-Airport	West Palm Beach	684-9400	$115-170
Holiday Inn I-95 & Glades	Boca Raton	368-5200	$99-125
Holiday Inn-Singer Island	Riviera Beach	848-3888	$155-205
Marriott Courtyard	West Palm Beach	640-9000	$59-99
Marriott Crocker Center	Boca Raton	392-4600	$109-174
Radisson Inn	Boca Raton	395-6850	$75-125
Radisson Suites	Boca Raton	483-3600	$99-159
Sheraton Hotel & Towers	Boca Raton	368-5252	$125-145
Sheraton Inn	West Palm Beach	689-6100	$99-110
Sheraton Ocean Inn	Riviera Beach	842-6171	$108-158

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Boca Raton Hotel & Club	Boca Raton	395-3000	$105-330
Breakers Hotel	Palm Beach	655-6611	$95-375
Hilton-Airport	West Palm Beach	684-9400	$69-139
Holiday Inn-Airport	West Palm Beach	659-3880	
Marriott Crocker Center	Boca Raton	392-4600	$65-185
Marriott Hotel	Palm Beach Gardens	622-8888	
Ocean Grand	Palm Beach	582-2800	$90-280
PGA National Resort	Palm Beach Gardens	627-2000	$85-265
Quality Suites	Boca Raton	994-8200	$69-119
Ramada Resort	West Palm Beach	833-1234	$40-109
Royce Hotel	West Palm Beach	689-6400	$55-110
Sheraton Hotel & Towers	Boca Raton	368-5252	$59-95

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Arturo's Ristorante	Boca Raton	997-7373	M
Auberge Le Grillon	Boca Raton	997-6888	M
*Boca Raton Hotel & Club	Boca Raton	395-3000	E
Brazilian Court	Palm Beach	659-7840	M-E
Cafe Chardonnay	Palm Beach Gardens	627-2662	M
Cafe Cocoanut	North Palm Beach	694-6900	M
Cafe Du Parc	Lake Park	845-0529	M
Cafe L'Europe	Palm Beach	655-4020	M
Cafe Limoges	Boca Raton	368-2474	M
Charley's Crab	Palm Beach	659-1500	M
Chez Marcel	Boca Raton	368-6553	M-E
Conrad's	Boca Raton	395-0633	M
Explorers	Palm Beach Gardens	627-2000	M
La Finestra	Boca Raton	392-1838	M
J.T.'s Restaurant & Atrium Cafe	Boca Raton	241-9366	M
Joe Muer Seafood	Boca Raton	997-6688	M
Providencia and Bistro	Palm Beach	655-2600	M
Raffaello's	Boca Raton	392-4855	M
St. Honore	Palm Beach Gardens	627-9099	E
La Vieille Maison	Boca Raton	391-6701	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. W
Time: 15 min.
Taxi: $7.50
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: $31.68

Note: An asterisk (*) indicates a 1990 S&MM BEDA (Business Executives' Dining Award) winner.

WICHITA, KANS.

VITAL STATISTICS

Population: 452,600
Households: 175,9300
Median Age: 32.0
Total EBI: $6,605,200,000
Median Hshld. EBI: $28,253
Total Retail Sales: $3,251,143,000
Buying Power Index: .1932
Chamber of Commerce: 265-7771
Convention & Visitors Bureau: 265-2800
Telephone Area Code: 316

MEAL & LODGING COSTS

Avg. Daily Lodging: $83.00
Meals: B-$6.17
L-$6.50
D-$11.30

PER DIEM

Total: $106.97
Index: 73

TAX RATES

Meals: 5.25%
Lodging: 11.25%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Hilton Airport	Wichita	945-5272	$77-100
Holiday Inn-East	Wichita	685-1281	$56-90
Imperial Suites	Wichita	945-2600	$64-75
Marriott Wichita	Wichita	651-0333	$[illegible]-119
Wichita Royale	Wichita	263-2101	$65-85

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Airport	Wichita	945-5272	
Hilton East	Wichita	686-7131	
Marriott Wichita	Wichita	651-0333	$99-109
Ramada Hotel-Broadview Place	Wichita	262-5000	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Legends	Wichita	945-5272	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 6 mi. SW
Time: 10-15 min.
Taxi: $7.50
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: $39.50

WILMINGTON, DEL.

VITAL STATISTICS

Population: 579,600
Households: 210,300
Median Age: 33.0
Total EBI: $8,556,204,000
Median Hshld. EBI: $31,725
Total Retail Sales: $4,572,419,000
Buying Power Index: .2562
Chamber of Commerce: 655-7221
Convention & Visitors Bureau: 800-422-1181/652-4088
Telephone Area Code: 302

MEAL & LODGING COSTS

Avg. Daily Lodging: $98.00
Meals: B-$6.80
L-$11.35
D-$20.46

PER DIEM

Total: $136.61
Index: 93

TAX RATES

Meals: None
Lodging: 8.0%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Best Western El Capitan	Wilmington	656-9436	$69-89
Christina House	Wilmington	656-9300	$95
Hilton Hotel	Claymont	792-2700	$85-133
Hilton Inn Christiana	Newark	454-1500	$105-130
Marriott Suites	Wilmington	654-8300	$140-155
Radisson Wilmington	Wilmington	655-0400	$59-143

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Hilton Hotel	Claymont	792-2700	$80-128
Hilton Inn Christiana	Newark	454-1500	
Marriott Suites	Wilmington	654-8300	$74-129
Radisson Wilmington	Wilmington	655-0400	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Silk Purse	Wilmington	654-7666	M-E
Vincente's	Wilmington	652-5142	M

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. S
Time: 10-12 min.
Taxi: $14.00
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: $42.75

WORCESTER-FITCHBURG-LEOMINSTER, MASS.

VITAL STATISTICS

Population: 687,100
Households: 254,500
Median Age: 34.1
Total EBI: $10,384,560
Median Hshld. EBI: $31,518
Total Retail Sales: $5,606,887,000
Buying Power Index: .3108
Chamber of Commerce: 753-2924
Convention & Visitors Bureau: 753-2920
Telephone Area Code: 508

MEAL & LODGING COSTS

Avg. Daily Lodging: $103.80
Meals: B-$6.55
L-$9.37
D-$21.96

PER DIEM
Total: $141.64
Index: 97

TAX RATES
Meals: 5.0%
Lodging: 9.7%

HOTELS/MOTELS

NAME	CITY	PHONE	RATES
Beechwood Inn	Worcester	754-5789	$100-110
Marriott Westborough	Westborough	366-5511	$105-130
Marriott Worcester	Worcester	791-1600	$121-141
Sheraton Worcester	Worcester	852-4000	$49-100
Yankee Drummer Inn	Auburn	832-3221	$77-85

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Best Western Royal Plaza Hotel & Trade Center	Marlborough	460-0700	
Holiday Inn	Marlborough	481-3000	$49-89
Marriott Westborough	Westborough	366-5511	$69-120
Marriott Worcester	Worcester	791-1600	$55-107
Sheraton Worcester	Worcester	852-4000	$85-130

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Castle	Leicester	892-9090	M-E
Legal Seafoods	Worcester	792-1600	M-E

AIRPORT-TO-CITY TRANSPORTATION

Distance: 5 mi. W
Time: 20 min.
Taxi: $8.50
Limo: N.A.

DAILY AUTO RENTAL

Average Rate: $49.46

**None of the restaurants in this metro area meet the established criteria for inclusion in the *SMBP*'s listings. Therefore a sampling of local restaurants has been selected independently.

CANADIAN MARKETS

CALGARY, ALBERTA, CANADA

VITAL STATISTICS

Population: 763,200
Households: 288,600
Median Age: N.A.
Total EBI: $12,795,364,000*
Average Hshld. EBI: $44,336*
Total Retail Sales: $7,996,717,000*
Buying Power Index: 3.3921
Chamber of Commerce: 263-7435
Convention & Visitors Bureau: 263-8510
Telephone Area Code: 403

MEAL & LODGING COSTS*

Avg. Daily Lodging: $116.33
Meals: B-$7.85
L-$8.82
D-$18.25

PER DIEM*
Total: $151.25
Index: 83

HOTELS/MOTELS

NAME	CITY	PHONE	RATES*
Best Western Hospitality Inn	Calgary	278-5050	$85-99
Chateau Airport	Calgary	291-2600	$80-130
Delta Bow Valley	Calgary	266-1980	$128-150
Hotel Kananaskis	Kananaskis Village	591-7711	$95-130
Kananaskis Inn	Kananaskis Village	591-7500	$70-105
Lodge at Kananaskis	Kananaskis Village	591-7711	$100-160
Palliser Hotel	Calgary	262-1234	$95-175
Sheraton Cavalier	Calgary	291-0107	$76-86
Skyline Plaza	Calgary	266-7331	$160-170

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Best Western Hospitality Inn	Calgary	278-5050	
Chateau Airport	Calgary	291-2600	
Marlborough Inn	Calgary	248-8888	
Palliser Hotel	Calgary	262-1234	
Sandman Hotels & Inns	Calgary	237-8626	
Sheraton Cavalier	Calgary	291-0107	
Skyline Hotel Calgary	Calgary	266-7331	
Westin Hotel Calgary	Calgary	266-1611	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Caesar's Steak House	Calgary	264-1222	M-E
Franzl's Gasthaus	Calgary	228-6882	M
Hy's Calgary Steak House	Calgary	263-2222	M
Inn on Lake Bonavista	Calgary	271-6711	M
Mama's Ristorante	Calgary	276-9744	M
Owl's Nest	Calgary	267-2823	M-E
Panorama	Calgary	266-7070	M

AIRPORT-TO-CITY TRANSPORTATION*

Distance: 5 mi. NE
Time: 30 min.
Taxi: $15.50
Limo: $6.00

DAILY AUTO RENTAL*

Average Rate: $46.95

*Effective Buying Income (EBI), Retail Sales, Meal & Lodging Costs, Per Diem figures, Hotel/Motel rates, Auto Rental, and Airport-to-City Transportation costs are all expressed in Canadian dollars.

MONTREAL, QUEBEC, CANADA

VITAL STATISTICS

Population: 3,096,500
Households: 1,224,400
Median Age: N.A.
Total EBI: $45,152,611,000*
Average Hshld. EBI: $36,877*
Total Retail Sales: $25,629,741,000*
Buying Power Index: 11.9022
Chamber of Commerce: 288-9090
Convention & Visitors Bureau: N.A.
Telephone Area Code: 514

MEAL & LODGING COSTS*

Avg. Daily Lodging: $136.18
Meals: B-$8.81
L-$16.26
D-$20.83

PER DIEM*
Total: $182.08
Index: 100

HOTELS/MOTELS

NAME	CITY	PHONE	RATES*
Le Chateau Champlain	Montreal	878-9000	$155-195
Chateau Versailles	Montreal	933-3611	$92-132
Delta Montreal	Montreal	286-1986	$145-160
Hilton Aeroport	Dorval	631-2411	$110-196
Holiday Inn Crowne Plaza	Montreal	842-6111	$120-160
Hostellerie Les Trois Tilleuls	St-Marc-sur-Richelieu	584-2231	$92-145
Hostellerie Rive Gauche	Beloeil	467-4650	$92-145
Hotel Des Gouverneurs	Longueuil	651-6510	$90-110
Hotel Le Baccarat	Montreal	842-3961	$111-116
Hotel La Citadelle	Montreal	844-8851	$105-190
Queen Elizabeth	Montreal	861-3511	$140-195

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Le Chateau de L'Aerport	Mirabel	476-1611	
Le Chateau Champlain	Montreal	878-9000	
Delta Montreal	Montreal	286-1986	
Le Grand Hotel des Gouverneurs	Montreal	879-1370	—
Hilton Airport	Dorval	631-2411	
Hilton Bonaventure	Montreal	878-2332	
Holiday Inn-Longueuil	Montreal	670-3030	
Holiday Inn-Richelieu	Montreal	842-8581	
Holiday Inn-La Seigneurie	Ville Saint Laurent	731-7751	
Holiday Inn Crowne Plaza	Montreal	842-6111	
Meridien Montreal	Montreal	285-1450	
Hotel des Gouverneurs Place Dupis	Montreal	842-4881	
Queen Elizabeth	Montreal	861-3511	
Ramada-Olympic Park	Montreal	256-9011	
Ramada Inn-Downtown	Montreal	866-4611	
Ramada Renaissance Du Parc	Montreal	288-6666	
Ritz-Carlton	Montreal	842-4212	
Sheraton Centre	Montreal	878-2000	
Sheraton Laval	Laval	687-2440	

MONTREAL, QUEBEC (cont.)

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Au Tournant De La Riviere	Carignan	658-7372	E
Auberge Le Vieux St. Gabriel	Montreal	878-3561	M
Beaver Club	Montreal	861-3511	E
Le Bouquet	Montreal	286-1986	M
Cafe De Paris	Montreal	842-4212	M-E
Le Cafe Fleuri	Montreal	285-1450	M
Le Castillon	Montreal	878-2332	M-E
Le Caveau	Montreal	844-1624	M
Champs Elysees	Montreal	939-1212	M-E
Les Chenets	Montreal	844-1842	M-E
Chez Des Jardins	Montreal	868-9741	M
Chez La Mere Michel	Montreal	934-0473	M
Les Filles Du Roy	Montreal	849-3535	M
Francois Et Fils	Basiliaire	843-8856	M
Les Halles	Montreal	844-2328	M-E
Hostellerie Rive Gauche	Beloeil	467-4650	M
La Maree	Montreal	861-8126	M
Le Mitoyen	Montreal	689-2977	M-E
Le Point De Vue	Montreal	878-2000	M-E
Le Restaurant	Montreal	284-1110	M-E
Les Trois Tilleuls	St.-Marc-sur-Richelieu	584-2231	M-E
Zhivago	Montreal	284-0333	M-E

AIRPORT-TO-CITY TRANSPORTATION*

Distance: 12 mi. NW
Time: 20-30 min.
Taxi: 26.30
Limo: $7.00

DAILY AUTO RENTAL*

Average Rate: $43.45

*Effective Buying Income (EBI), Retail Sales, Meal & Lodging Costs, Per Diem figures, Hotel/Motel rates, Auto Rental, and Airport-to-City Transportation costs are all expressed in Canadian dollars.

OTTAWA, ONTARIO, CANADA

VITAL STATISTICS

Population: 882,300
Households: 334,300
Median Age: N.A.
Total EBI: $14,956,913,000*
Average Hshld. EBI: $44,741*
Total Retail Sales: $5,729,909,000*
Buying Power Index: 3.4359
Chamber of Commerce: 238-4000
Convention & Visitors Bureau: 237-5150
Telephone Area Code: 613 (Ontario); 819 (Quebec)

MEAL & LODGING COSTS*

Avg. Daily Lodging: $157.42
Meals: B-$9.60
L-$11.47
D-$15.76

PER DIEM*

Total: $194.25
Index: 106

HOTELS/MOTELS

NAME	CITY	PHONE	RATES*
Chateau Laurier	Ottawa	232-6411	$109-199
Delta Ottawa	Ottawa	238-6000	$125-163
Four Seasons	Ottawa	238-1500	$160-190
Plaza De La Chaudiere	Hull, Quebec	778-3880	$115-130
Radisson-Ottawa Centre	Ottawa	238-1122	$150-170
Westin Ottawa	Ottawa	560-7000	$159-219

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Chateau Laurier	Ottawa	232-6411	
Delta Ottawa	Ottawa	238-6000	
Radisson-Ottawa Centre	Ottawa	238-1122	
Skyline Ottawa	Ottawa	237-3600	
University of Ottawa	Ottawa	564-3463	
Westin Ottawa	Ottawa	560-7000	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Aux Chantignoles	Montebello	423-6341	M
Chateauneuf	Hull, Quebec	778-3880	M
Les Saisons—	Ottawa	560-7000	M-E
Stewart's Green Valley	Ottawa	225-8770	M

AIRPORT-TO-CITY TRANSPORTATION*

Distance: 5 mi. S
Time: 20-30 min.
Taxi: $17.00
Limo: $5.50

DAILY AUTO RENTAL*

Average Rate: $45.95

*Effective Buying Income (EBI), Retail Sales, Meal & Lodging Costs, Per Diem figures, Hotel/Motel rates, Auto Rental, and Airport-to-City Transportation costs are all expressed in Canadian dollars.

TORONTO, ONTARIO, CANADA

VITAL STATISTICS

Population: 3,602,400
Households: 1,290,500
Median Age: N.A.
Total EBI: $63,596,269,000*
Average Hshld. EBI: $49,280*
Total Retail Sales: $25,753,925,000*
Buying Power Index: 14.6968
Chamber of Commerce: 366-6811
Convention & Visitors Bureau: 368-9821
Telephone Area Code: 416

MEAL & LODGING COSTS*

Avg. Daily Lodging: $156.18
Meals: B-$7.98
L-$14.77
D-$21.22

PER DIEM*

Total: $200.15
Index: 109

HOTELS/MOTELS

NAME	CITY	PHONE	RATES*
Bradgate Arms	Toronto	968-1331	$160-195
Clarion-Essex Park	Toronto	977-4823	$100-140
Delta Chelsea Inn	Toronto	595-1975	$105-125
Delta Meadowvale Inn	Mississauga	821-1981	$125-140
Hilton International-Airport	Mississauga	677-9900	$124-160
Hilton International-Toronto	Toronto	869-3456	$140-230
Holiday Inn-Airport	Rexdale	675-7611	$99-140
Hotel Admiral	Toronto	364-5444	$145-210
Hotel Inter-Continental	Toronto	960-5200	$235-265
Howard Johnson-East	Scarborough	439-6200	$94-108
Markham Suites	Markham	470-8500	$145-650
Marriott Airport	Rexdale	674-9400	$145-155
Novotel-Toronto Centre	Toronto	367-8900	$134-154
Radisson-Don Valley	Don Mills	449-4111	$120-153
Ramada-Airport West	Mississauga	624-1144	$102-116
Ramada-Don Valley	Willowdale	493-9000	$85-111
Ramada Renaissance	Toronto	961-8000	$155-210
Regal Constellation	Etobicoke	675-1500	$88-135
Royal York	Toronto	368-2511	$140-200
Sheraton Centre	Toronto	361-1000	$135-250
Sheraton Toronto East	Scarborough	299-1500	$135-150
Skyline Airport Tower	Rexdale	244-1711	$99-149
Skyline Triumph	Downsview	633-2000	$120-150
The Westbury	Toronto	924-0611	$102-162
Westin Harbour Castle	Toronto	869-1600	$119-200

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Best Western Carlton Place	Rexdale	675-1234	
Best Western Chestnut Park	Toronto	977-5000	
Bond Place Hotel	Toronto	362-6061	
Bristol Place Hotel	Rexdale	675-9444	
Days Inn-Airport	Mississauga	678-1400	
Delta Chelsea Inn	Toronto	595-1975	
Four Seasons	Yorkville	964-0411	
Four Seasons on the Park	Don Mills	444-2561	
Hilton International-Airport	Mississauga	677-9900	
Hilton International-Toronto	Toronto	869-3456	
Holiday Inn-Airport	Rexdale	675-7611	
Holiday Inn-Downtown	Toronto	977-0707	
Holiday Inn-Yorkdale	Toronto	789-5161	
Hospitality York	North York	735-5020	
L'Hotel	Toronto	597-1400	
Howard Johnson-Airport	Etobicoke	675-6100	
Kempinski Sutton Place Hotel	Toronto	924-9221	
King Edward	Toronto	863-9700	
Markham Suites	Markham	470-8500	
Marriott Airport	Rexdale	674-9400	
Marriott Eaton Centre	Toronto	674-9400	
Novotel	North York	733-2929	
Novotel Airport	Etobicoke	798-9800	
Park Plaza	Toronto	924-5471	
Primrose Hotel	Toronto	977-8000	
Prince Hotel	Don Mills	444-2511	
Radisson-Don Valley	Don Mills	449-4111	
Ramada-Airport West	Mississauga	624-1144	
Ramada-Don Valley	Willowdale	493-9000	
Ramada-400/401 Conf Center	Ontario	249-8171	
Ramada Renaissance	Toronto	961-8000	
Regal Constellation	Rexdale	675-1500	
Royal York	Toronto	368-2511	
Sheraton Centre	Toronto	361-1000	
Sheraton Parkway	Richmond Hill	881-2121	
Sheraton Toronto East	Scarborough	299-1500	
Skyline Airport Tower	Rexdale	244-1711	
Skyline Triumph	Downsview	633-2000	
Swissotel	Mississauga	672-7000	
Travelodge Toronto	Willowdale	493-7000	
Valhalla Inn	Etobicoke	239-2391	
Venture Inn-Airport	Etobicoke	674-2222	
The Westbury	Toronto	924-0611	
Westin Harbour Castle	Toronto	869-1600	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Bangkok Garden	Toro[illegible]	977-6748	M-E
Berczy Room	Ma[illegible]nam	474-0444	M
Cafe Victoria	Toronto	863-9700	M
Carman's Club	Toronto	924-8697	M
Centro Grill	Toronto	483-2211	M-E
Chanterelles	Toronto	597-1400	M-E
Clair De Lune	Scarborough	759-2268	M
Le Continental	Don Mills	444-2511	M-E
Les Copains	Toronto	869-0898	M
Copenhagen Room	Toronto	920-3287	M
David Duncan House	Don Mills	391-1424	M-E
Ed's Warehouse Restaurant	Toronto	593-6676	M
Ellas	Toronto	463-0334	M
Guild Inn	Toronto	261-3331	M
Lichee Garden	Toronto	977-3481	M
Old Barber House	Missassauga	858-7570	M-E
Old Mill	Toronto	236-2641	M-E
Parioli	Toronto	921-3105	M-E
Pronto	Toronto	486-1111	M-E
Quo Vadis	Toronto	977-9900	M
Le Rendez-vous	Toronto	961-6111	M-E
Sanssouci	Toronto	924-9221	E
La Scala	Toronto	964-7100	M
Scaramouche	Toronto	961-8011	M-E
Seasons Room	Toronto	444-2561	M-E
Telfer's	Toronto	977-4447	M-E
Top of Toronto	Toronto	362-5411	M
Winston's	Toronto	363-1627	M-E
Zachary's	Rexdale	675-9444	M-E

AIRPORT-TO-CITY TRANSPORTATION*

Distance: 18 mi. NW
Time: 30-45 min.
Taxi: $26.00
Limo: $8.50

DAILY AUTO RENTAL*

Average Rate $54.95

*Effective Buying Income (EBI), Retail Sales, Meal & Lodging Costs, Per Diem figures, Hotel/Motel rates, Auto Rental, and Airport-to-City Transportation costs are all expressed in Canadian dollars.

VANCOUVER, BRITISH COLUMBIA, CANADA

VITAL STATISTICS

Population: 1,474,900
Households: 583,600
Median Age: N.A.
Total EBI: $22,951,157,000*
Average Hshld. EBI: $39,327*
Total Retail Sales: $10,872,373,000*
Buying Power Index: 5.6639
Chamber of Commerce: 681-2111
Convention & Visitors Bureau: 682-2226
Telephone Area Code: 604

MEAL & LODGING COSTS*

Avg. Daily Lodging: $171.75
Meals: B-$9.83
L-$12.45
D-$20.58

PER DIEM*

Total: $214.61
Index: 117

HOTELS/MOTELS

NAME	CITY	PHONE	RATES*
Best Western-O'Doul's	Vancouver	684-8461	$125-190
Coast Plaza at Stanley Park	Vancouver	688-7711	$178-233
Delta Airport Inn Resort	Richmond	278-9611	$109-190
Delta Place	Vancouver	687-1122	$199-220
Delta River Inn	Richmond	278-1241	$145-175
Georgian Court	Vancouver	682-5555	$140-160
Hotel Vancouver	Vancouver	684-3131	$160-285
Hyatt Regency	Vancouver	687-6543	$205-235
New World Harbourside	Vancouver	689-9211	$145-235
Park Royal	West Vancouver	926-5511	$90-138
Sheraton Inn-Burnaby	Burnaby	430-2828	$90-125
Wedgewood	Vancouver	689-7777	$140-210

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Best Western Richmond Inn	Richmond	273-7878	
Coast Plaza at Stanley Park	Vancouver	688-7711	
Delta Airport Inn Resort	Vancouver	278-9611	
Delta River Inn	Richmond	278-1241	
Four Seasons Vancouver	Vancouver	689-9333	
Holiday Inn-Vancouver Centre	Vancouver	879-0511	
Hotel Vancouver	Vancouver	684-3131	
Hyatt Regency	Vancouver	687-6543	
Meridien	Vancouver	682-5511	
New World Harbourside	Vancouver	689-9211	
Sheraton Inn-Burnaby	Burnaby	430-2828	
Sheraton Landmark Hotel	Vancouver	687-0511	
UBC Conference Center	Vancouver	228-5441	
Westin Bayshore	Vancouver	682-3377	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Bridge House	Vancouver	987-3388	M
The Cannery	Vancouver	254-9606	M
Chartwell	Vancouver	689-9333	M-E
La Cote D'Azur	Vancouver	685-2629	M
Le Crocodile	Vancouver	669-4298	M
Five Sails	Vancouver	662-8111	M-E
Humphrey's	Vancouver	688-7711	M
Hy's Mansion	Vancouver	689-1111	M
Gerard's	Vancouver	682-5511	M-E
Il Giardino Di Umberto	Vancouver	669-2422	M-E
Kettle of Fish	Vancouver	682-6661	M
The Landing	Vancouver	688-4800	M
Le Napoleon	Vancouver	688-7436	M
Papillote	Vancouver	876-9256	M
Tai Chi Hin	Vancouver	682-1888	M-E
Teahouse	West Vancouver	669-3281	M
Trader Vic's	Vancouver	682-3377	M-E
Tudor Room	West Vancouver	926-5511	M-E
Umberto's Fish House	Vancouver	687-6621	M-E
Umberto's Ristorante Italiano	Vancouver	687-6316	M-E
William Tell	Vancouver	688-3504	M-E

AIRPORT-TO-CITY TRANSPORTATION*

Distance: 11 mi. SW
Time: 23-30 min.
Taxi: $16.00
Limo: $6.25

DAILY AUTO RENTAL*

Average Rate: $39.43

*Effective Buying Income (EBI), Retail Sales, Meal & Lodging Costs, Per Diem figures, Hotel/Motel rates, Auto Rental, and Airport-to-City Transportation costs are all expressed in Canadian dollars.

WINNIPEG, MANITOBA, CANADA

VITAL STATISTICS

Population: 608,500
Households: 238,100
Median Age: N.A.
Total EBI: $8,958,567,000*
Average Hshld. EBI: $37,625*
Total Retail Sales: $4,205,542,000*
Buying Power Index: 2.2301
Chamber of Commerce: 944-8484
Convention & Visitors Bureau: 943-1970
Telephone Area Code: 204

MEAL & LODGING COSTS*

Avg. Daily Lodging: $114.38
Meals: B-$7.98
L-$12.44
D-$19.97

PER DIEM*

Total: $154.77
Index: 85

HOTELS/MOTELS

NAME	CITY	PHONE	RATES*
Auberge Universal-Fort Garry	Winnipeg	942-8251	$79-109
Best Western International	Winnipeg	786-4801	$63-69
Birchwood Inn	Winnipeg	885-4478	$77-95
Delta Winnipeg	Winnipeg	956-0410	$155
Holiday Inn Crowne Plaza-Downtown	Winnipeg	942-0551	$117-147
Holiday Inn-South	Winnipeg	452-4747	$79-91
The Sheraton	Winnipeg	942-5300	$115-175
The Westin	Winnipeg	957-1350	$125-179

MEETING SITES/CONFERENCE CENTERS

NAME	CITY	PHONE	GROUP RATES
Best Western International	Winnipeg	786-4801	
Delta Winnepeg	Winnepeg	956-0410	
Fort Garry Hotel	Winnipeg	942-8251	
Holiday Inn Crowne Plaza-Downtown	Winnipeg	942-0551	
The Sheraton	Winnipeg	942-5300	
The Westin	Winnipeg	957-1350	

RESTAURANTS

NAME	CITY	PHONE	PRICE CODE
Hy's Steak Loft	Winnipeg	942-1000	M

AIRPORT-TO-CITY TRANSPORTATION*

Distance: 4 mi. W
Time: 15 min.
Taxi: $7.00
Limo: $7.00

DAILY AUTO RENTAL*

Average Rate: $44.95

*Effective Buying Income (EBI), Retail Sales, Meal & Lodging Costs, Per Diem figures, Hotel/Motel rates, Auto Rental, and Airport-to-City Transportation costs are all expressed in Canadian dollars.

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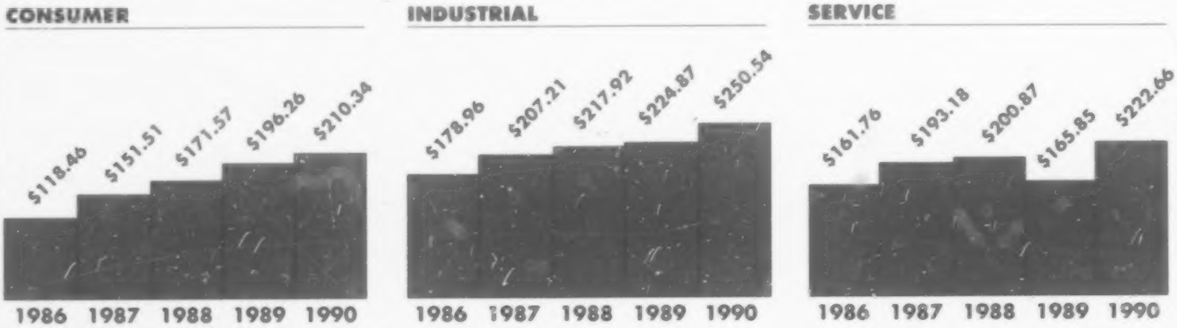
SECTION III

COMPENSATION & EXPENSES

COST PER CALL

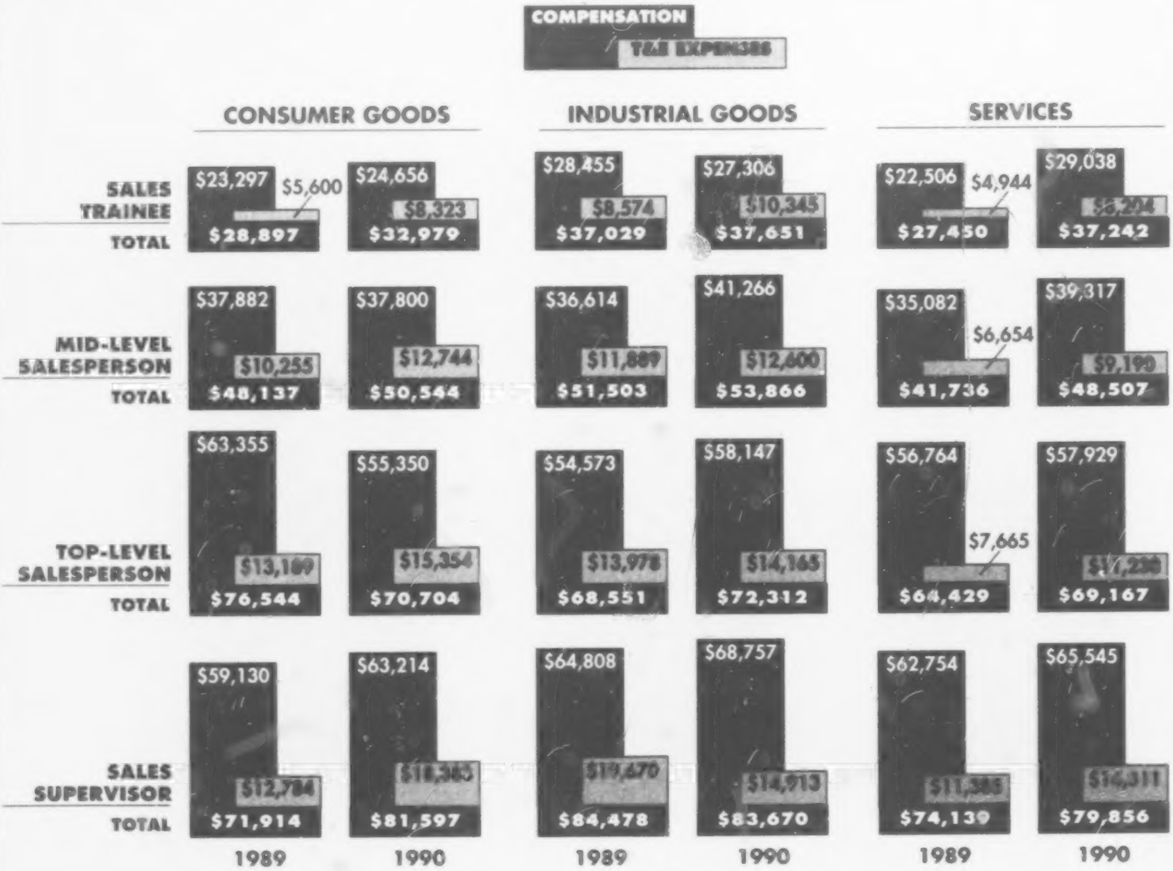
Median Cost Per Call by Industry, 1986-90



SOURCE: Sales & Marketing Management; *1991 Sales Manager's Budget Planner.*

COMPENSATION

Compensation and Expenses by Industry



Notes: Compensation includes base salary, commission, and bonus. **T&E Expenses** include travel, entertainment, food, and lodging. SOURCE: Sales & Marketing Management; *1991 Sales Manager's Budget Planner.*

COMPENSATION

Salespeople's Average Annual Compensation

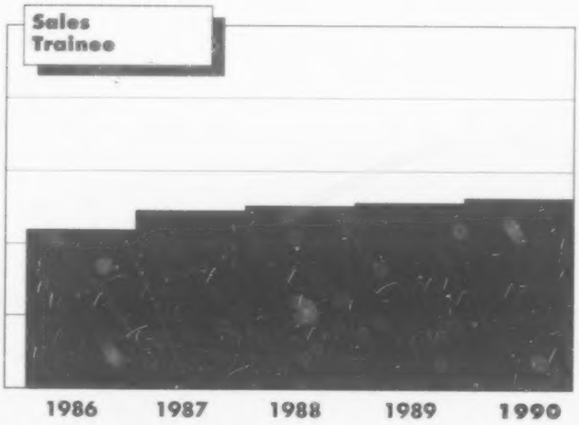
DEFINITIONS OF SALES PERSONNEL

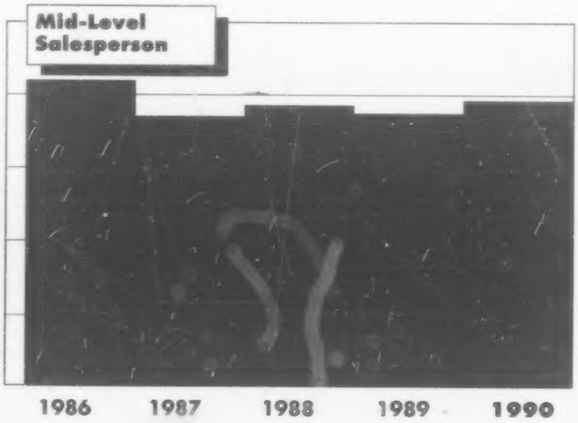
Sales Trainee: Anyone at an entry level who is in the process of learning about the company's products, services, and policies in preparation for a regular sales assignment.

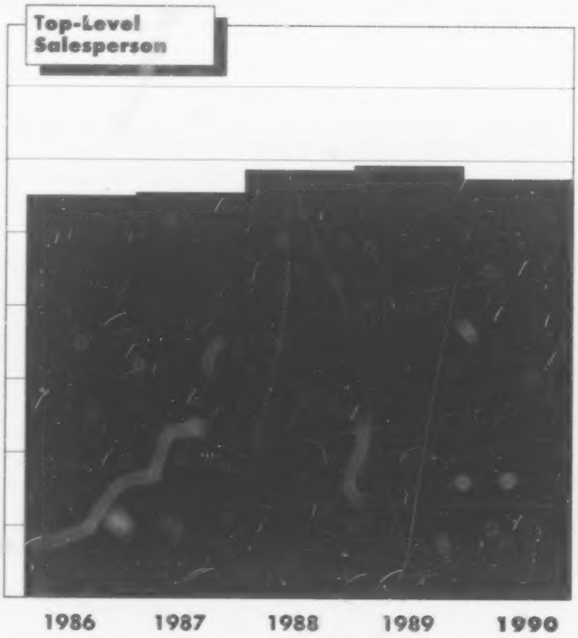
Mid-Level Salesperson: A "regular" salesperson with selling experience ranging from a beginner, who primarily contacts already established customers and accounts, to more experienced field sales personnel who have a broad knowledge of products and/or services and are selling in established territories as well as developing new prospects.

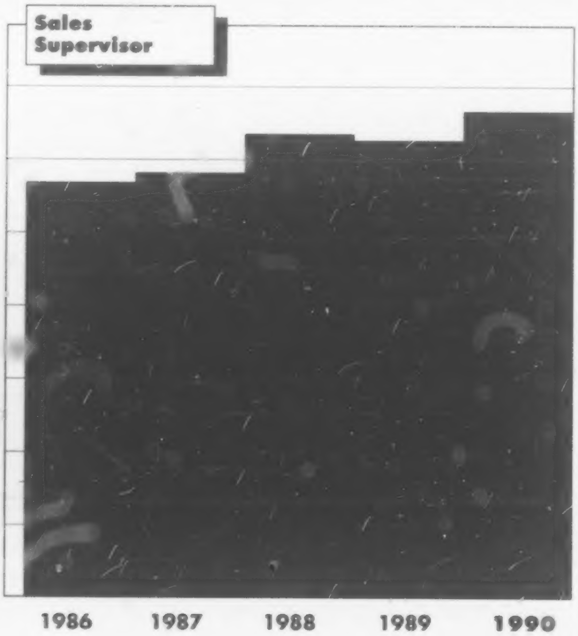
Top-Level Salesperson: A salesperson at the highest level of selling responsibility who is completely familiar with the company's products, services, and policies. A salesperson at this level usually has many years of experience and is assigned to a company's major accounts or territories.

Sales Supervisor: A veteran who, due to his ability and experience, leads others. Although his primary function is to direct the activities of the sales force (and, in some cases, to train salespeople), he may also retain certain key accounts.









Note: Compensation includes base salary plus commissions, bonuses, and other cash incentives, but excludes T&E (travel and entertainment) expenses.

SOURCE: Sales & Marketing Management; *1991 Sales Manager's Budget Planner.*

COMPENSATION

Compensation for Sales-Support Personnel

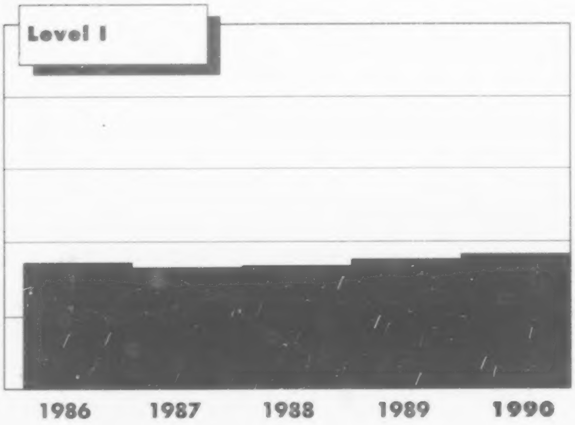
DEFINITIONS OF SALES-SUPPORT PERSONNEL

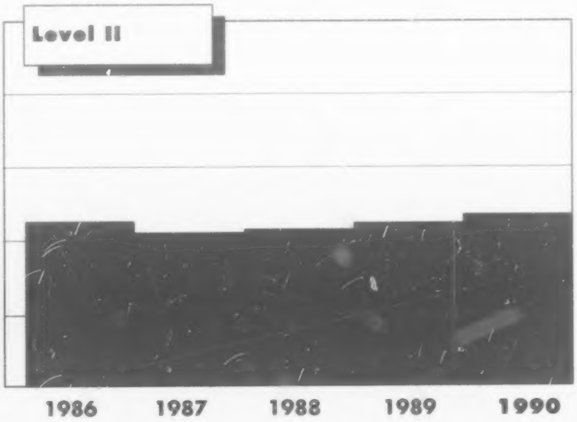
Level I - Basic: Performs assigned tasks using established procedures that require little evaluation. Generally reports to a supervisor.

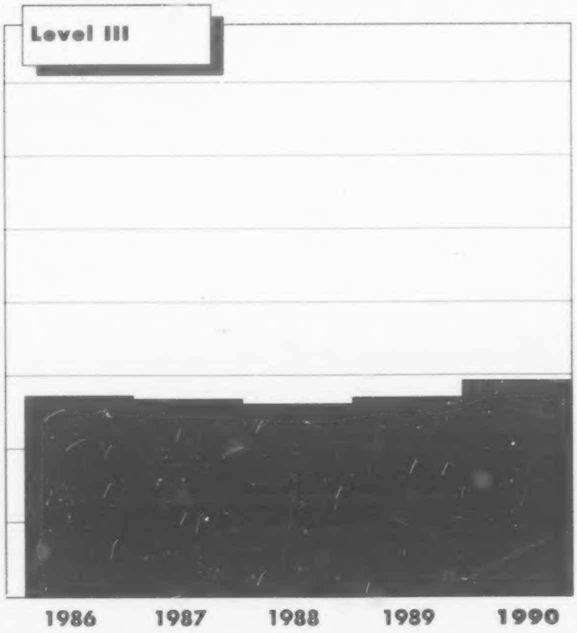
Level II - Intermediate: A worker who performs tasks involving limited responsibilities and standard procedures. Some originality is called for, although evaluation by supervisory personnel is still required.

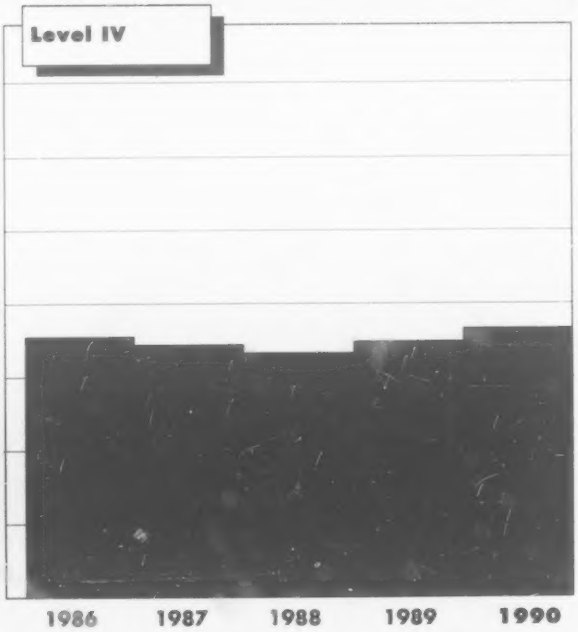
Level III - Highest non-supervisory: Expected to exercise considerable originality and, in some cases, make evaluations. Personnel at this level also assist in training and supervision of Level I employees.

Level IV - Supervisor: This individual's primary job is to direct others, assigning tasks and making evaluations. He also consults with superiors on more complex phases of assigned work.







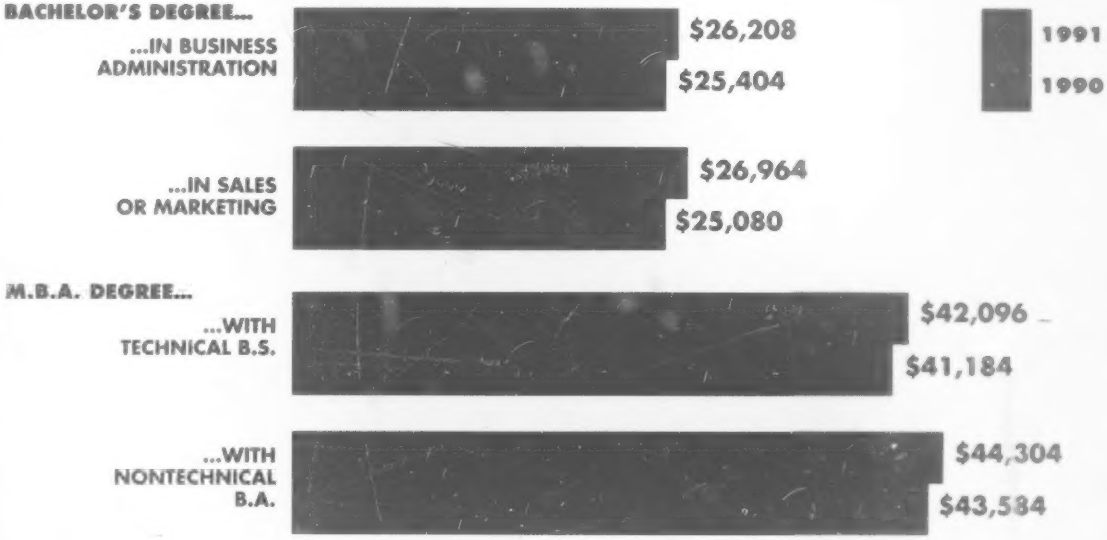


Note: Sales-support personnel include sales analysts, customer service reps, telemarketers, administrative staff, sales training reps, exhibit and display coordinators, etc.

SOURCE: Sales & Marketing Management; *1991 Sales Manager's Budget Planner.*

COMPENSATION

Starting Salaries of College Graduates to Be Hired



Note: The salaries shown are what companies offered, not what they actually paid.

SOURCE: Northwestern University Placement Center; *The 1991 Northwestern Lindquist-Endicott Report.*

COMPENSATION

Turnover Rates in Selected Industries

INDUSTRY GROUP	TURNOVER RATE 1989-90
Agriculture	8.2%
Amusement/Recreation Services	17.4
Apparel/Other Textile Products	7.6
Business Services	7.3
Chemicals	8.7
Communications	3.0
Construction	4.1
Electronic Components	10.9
Electronics	10.7
Fabricated Metals	13.3
Food Products	16.5
Instruments	16.5
Insurance	6.6
Lumber/Wood Products	19.3
Machinery	7.5
Manufacturing	0.8
Office Equipment	18.8
Paper/Allied Products	10.8
Printing/Publishing	13.2
Rubber/Plastics	9.0
Wholesale (Consumer)	5.0
Wholesale (Industrial)	10.5
Total —All Industries	**9.3**

SOURCE: Dartnell Corporation; *26th Survey of Sales Force Compensation.* © 1990, Dartnell Corporation.

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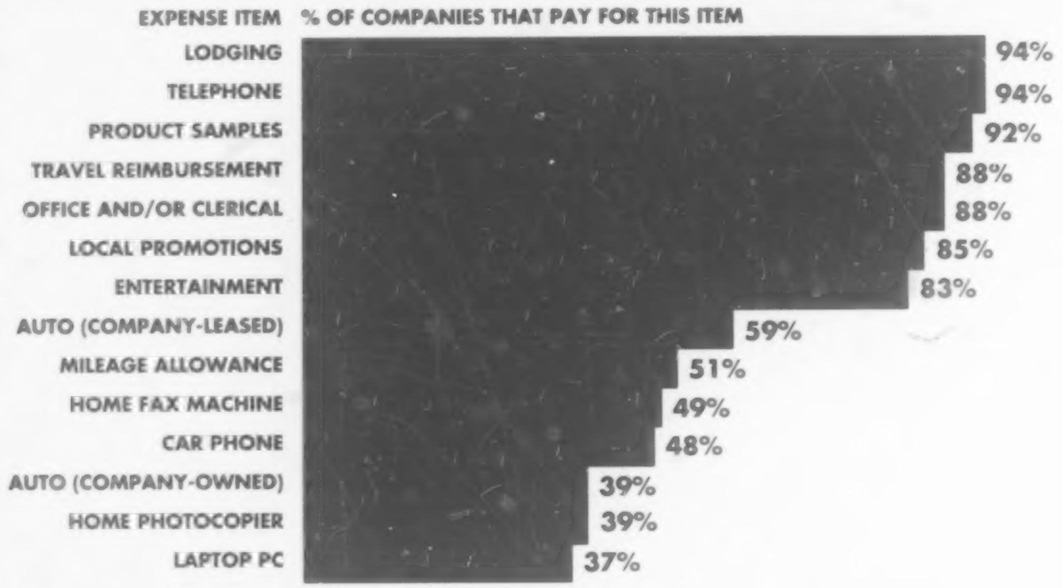
COMPENSATION

Sales Expenses: What Do Companies Pay For?



SOURCE: Dartnell Corporation; *26th Survey of Sales Force Compensation.* ©1990; Dartnell Corporation.

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COMPENSATION

Sales Call Statistics and Operating Expenses

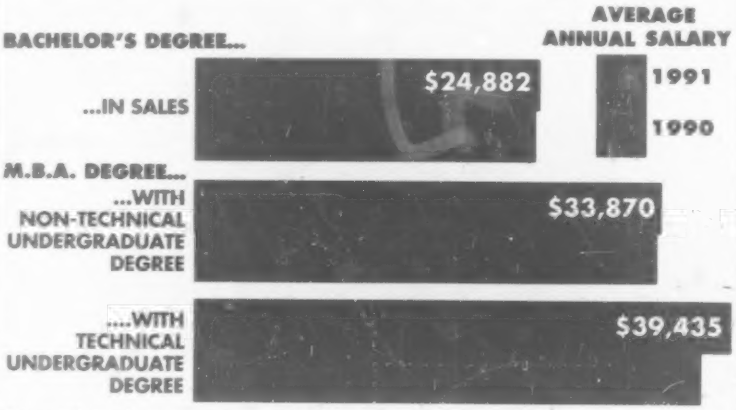
INDUSTRY GROUP	SALES FORCE COSTS AS A % OF TOTAL SALES	NUMBER OF CALLS NEEDED TO CLOSE A SALE	AVERAGE NUMBER OF CALLS PER DAY
Agriculture	4.7%	4.0	5.5
Amusement/Recreation Services	2.5	4.0	12.0
Apparel/Other Textile Products	3.0	3.0	2.5
Business Services	4.2	3.3	19.3
Chemicals	4.0	3.2	4.0
Communications	3.8	3.0	20.2
Construction	5.0	2.8	11.0
Electronic Components	4.3	2.0	10.7
Electronics	4.2	3.0	8.8
Fabricated Metals	3.8	5.0	5.4
Food Products	1.7	4.3	7.2
Instruments	5.4	2.8	19.2
Insurance	4.0	3.0	N.A.
Machinery	3.8	3.8	8.7
Manufacturing	3.0	4.4	6.0
Office Equipment	2.8	2.5	N.A.
Paper/Allied Products	4.8	4.0	5.7
Primary Metal Products	3.8	4.2	9.7
Printing/Publishing	3.2	4.2	10.2
Rubber/Plastics	3.0	2.5	5.0
Wholesale (Consumer)	2.2	4.8	9.8
Wholesale (Industrial)	3.2	6.4	9.7
AVERAGE	**3.7%**	**3.6**	**4.5**

Note: Industry Groups reflect categories selected and reported by Dartnell Corporation. The overall average has been calculated by Sales & Marketing Management based on data from the 22 industries listed.

SOURCE: Dartnell Corporation; 26th Survey of Sales Force Compensation © 1990; Dartnell Corporation.

TRAINING

Starting Salaries of Trainees with College Degrees

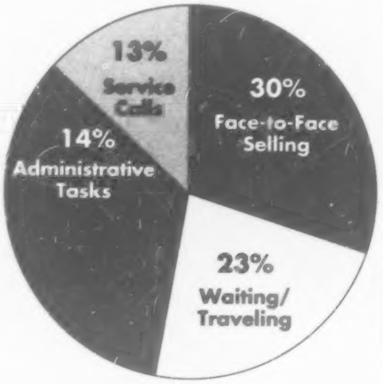


Notes: This salary survey is a study of the average dollar offer made to new college graduates. Data have been gathered from 450 placement offices located throughout the U.S. In this table, M.B.A. candidates are defined as students seeking a degree in Business Administration, Industrial Management, or Commerce. Candidates with a non-technical undergraduate degree are defined as those with less than one year of full-time, nonmilitary employment.

SOURCE: College Placement Council; *Salary Survey: A Study of 1990-91 Beginning Offers (March 1990-91 interim figures)*. © 1991.

SALES SUPPORT

How Salespeople Spend Their Time



SOURCE: Dartnell Corporation; *26th Survey of Sales Force Compensation*. © 1990; Dartnell Corporation.

TRAINING

Women in Sales: Percentages by Industry

INDUSTRY GROUP	% OF WOMEN SALES REPS	% OF WOMEN SALES MANAGERS
Agriculture	7.3%	0.0%
Amusement/Recreation Services	63.2	25.0
Apparel/Other Textile Products	44.4	17.0
Business Services	34.9	26.2
Chemicals	4.3	0.0
Communications	39.3	19.5
Construction	12.3	2.3
Electronic Components	6.2	4.8
Electronics	2.4	10.7
Fabricated Metals	3.6	2.6
Food Products	29.7	9.5
Instruments	27.8	21.1
Insurance	14.7	6.6
Lumber/Wood Products	15.4	0.0
Machinery	5.3	0.0
Manufacturing	15.8	2.0
Office Equipment	30.3	24.8
Paper/Allied Products	28.9	11.0
Primary Metal Products	18.9	6.7
Printing/Publishing	39.7	11.1
Rubber/Plastics	12.3	4.8
Wholesale (Consumer)	26.2	9.0
Wholesale (Industrial)	29.5	12.3
AVERAGE	**22.3%**	**9.9%**

Note: Industry Groups reflect categories selected and reported by Dartnell Corporation. The overall average has been calculated by *Sales & Marketing Management* based on data from these 23 industries.

SOURCE: Dartnell Corporation, *26th Survey of Sales Force Compensation*. ©1990, Dartnell Corporation.

TRAINING

Length of Sales Training by Industry

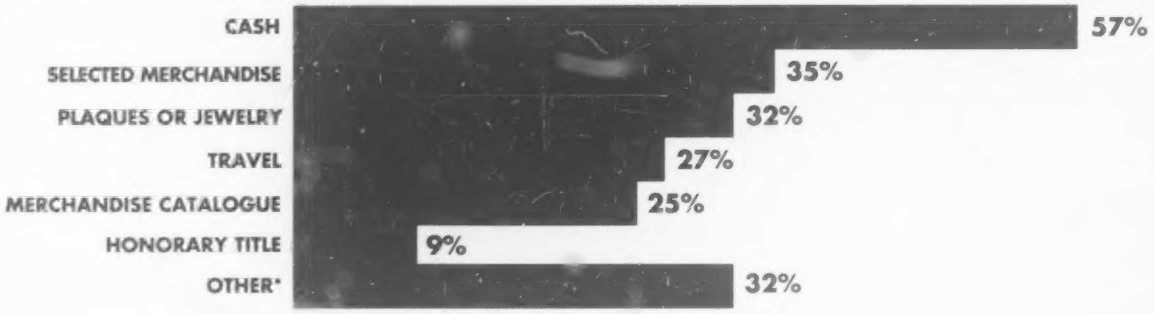
INDUSTRY GROUP	AVERAGE TRAINING PERIOD (MONTHS)
Agriculture	5.7
Amusement/Recreation Services	2.0
Business Services	4.1
Chemicals	4.5
Communications	4.2
Construction	5.0
Electronic Components	1.5
Electronics	3.4
Fabricated Metals	3.5
Food Products	2.8
Instruments	2.7
Insurance	5.5
Lumber/Wood Products	2.7
Machinery	5.6
Manufacturing	3.3
Office Equipment	2.8
Paper/Allied Products	6.0
Primary Metal Products	4.5
Printing/Publishing	5.5
Rubber/Plastics	6.5
Wholesale (Consumer)	1.5
Wholesale (Industrial)	3.9
AVERAGE	**4.0**

Note: Industry Groups reflect categories selected and reported by Dartnell Corporation. The overall average has been calculated by *Sales & Marketing Management* based on data from the 22 industries listed.

SOURCE: Dartnell Corporation; *26th Survey of Sales Force Compensation*. © 1990; Dartnell Corporation.

INCENTIVES

Types of Employee Awards

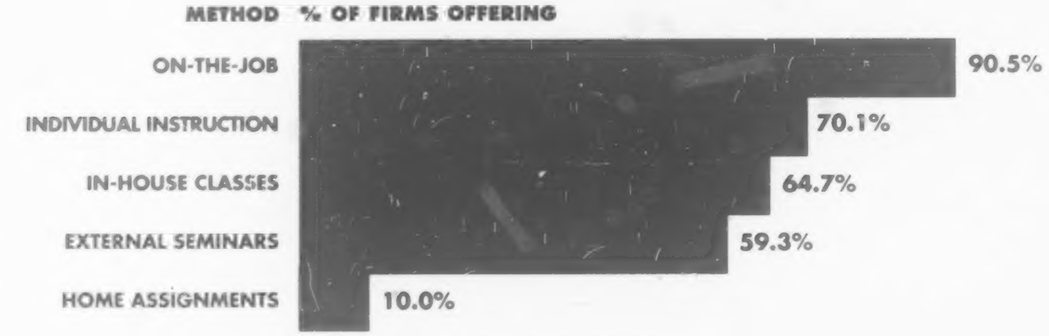


Note: Combined totals exceed 100% due to the use of more than one type of program.
*Includes company dinners, entertainment, time off, shares of stock, etc.

SOURCE: *Incentive magazine; Survey of Employee Motivation Practices.* ©1990; *Incentive.*

TRAINING

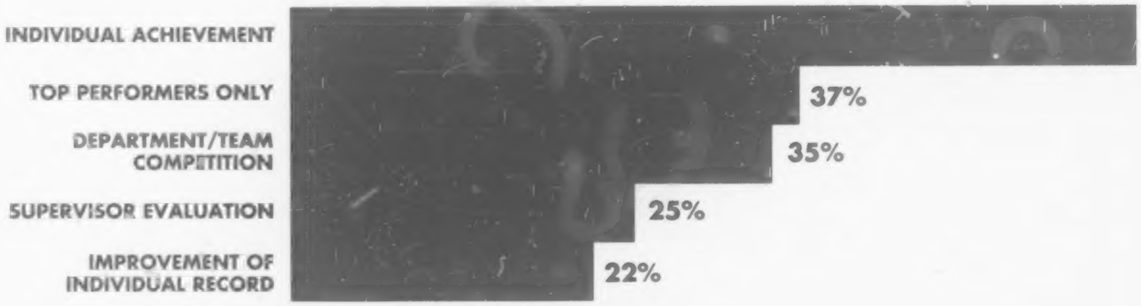
Methods Used in Sales Training



SOURCE: Dartnell Corporation; *26th Survey of Sales Force Compensation.* ©1990; Dartnell Corporation.

INCENTIVES

Criteria for Incentive Awards



Note: Combined totals exceed 100% due to the use of more than one type of program.

SOURCE: *Incentive magazine: Survey of Employee Motivation Practices.* ©1990; *Incentive.*

INCENTIVES

Selected Resort Hotels

	Boca Raton Resort & Club **Boca Raton, FL**	**The Broadmoor** **Colorado Springs, CO**	**The Cloister Hotel** **Sea Island, GA**	**Desert Inn** **Las Vegas, NV**
PHONE	407-395-3000/800-327-0101	719-634-7711/800-634-7711	912-638-3611/800-732-4752	702-733-4444/800-634-6909
SLEEPING ROOMS	1,002	560	264	821
MEETING ROOMS	27	36	15	12
GROUP RATES	Sgl./Dbl.-$105-330	Sgl./Dbl.-$85-235	Sgl./Dbl.-$144-396	Sgl./Dbl.-$95-135
MEAL PLANS	AP-EP-MAP	AP-EP-MAP	The above rates include an AP per day	AP-EP-MAP
RECREATION FACILITIES	2 18-hole golf courses; 5 outdoor pools; beach; 29 outdoor tennis courts; health club; sauna	3 18-hole championship golf courses; 3 outdoor pools; 16 tennis courts (4 indoor); horseback riding; health club; sauna	3 18-hole golf courses; 2 outdoor pools; beach; 18 outdoor tennis courts; horseback riding; health club; sauna	18-hole golf course; 3 outdoor pools; 10 Hydro-whirl spas; 10 outdoor tennis courts; health club; sauna
NEAREST AIRPORT	Ft. Lauderdale/West Palm Beach International	Colorado Springs Municipal	Brunswick	McCarran International
DISTANCE/TIME FROM AIRPORT	19 mi./30 min.	8 mi./20 min.	15 mi./20 min.	4 mi./15 min.

	Doral Resort **& Country Club** **Miami, FL**	**The Greenbrier** **White Sulphur Springs, WV**	**Grenelefe Resort & Conference Center** **Grenelefe, FL**	**Halekulani Hotel** **Honolulu, HI**
PHONE	305-592-2000/800-327-6334	304-536-1110/800-624-6070	813-422-7511/800-237-9549	808-923-2311/800-367-2343
SLEEPING ROOMS	691	650	950	456
MEETING ROOMS	37	30	32	5
GROUP RATES	Sgl./Dbl.-$80-230	Sgl./Dbl.-$273-416	Sgl./Dbl.-$70-185	Sgl./Dbl.-$195-350
MEAL PLANS	EP	MAP	AP-MAP	EP
RECREATION FACILITIES	5 18-hole and 1 9-hole golf courses; outdoor pool; 15 outdoor tennis courts; horseback riding; biking	3 18-hole golf courses; 2 pools (1 indoor); 20 tennis courts (5 indoor); horseback riding, health club; sauna	3 18-hole golf courses; 5 outdoor pools; 20 outdoor tennis courts; full-service marina; sauna; Jacuzzi	Access to 2 18-hole golf courses; outdoor pool; beach; access to 10 indoor tennis courts; fitness center
NEAREST AIRPORT	Miami International	Greenbrier Valley	Orlando International	Honolulu International
DISTANCE/TIME FROM AIRPORT	6 mi./10 min.	12 mi./15 min.	45 mi./50 min.	11 mi./25 min.

	Hilton Hawaiian Village **Honolulu, HI**	**Hotel Inter-Continental** **Miami, FL**	**Hotel Inter-Continental** **New Orleans, LA**	**Innisbrook Resort** **Tarpon Springs, FL**
PHONE	808-949-4321/800-445-8667	305-577-1000	504-525-5566	813-942-2000/800-456-2000
SLEEPING ROOMS	2,524	646	525	1,000
MEETING ROOMS	34	24	30	37
GROUP RATES	Sgl./Dbl.-$160-305	Sgl./Dbl.-$139-219	Sgl./Dbl.-$90-145	Sgl./Dbl.-$65-175
MEAL PLANS	MAP	EP-MAP	EP	AP-MAP
RECREATION FACILITIES	3 outdoor pools; beach; water sports	Quarter-mile jogging track; 2 lighted tennis courts; 2 racquetball courts; outdoor pool; access to 36-hole golf course	Full-service health and racquetball club; swimming pool; access to 3 18-hole golf courses	1 27-hole and 2 18-hole golf courses; 6 heated outdoor pools; beach nearby; 18 outdoor tennis courts; health club; sauna
NEAREST AIRPORT	Honolulu International	Miami International	New Orleans International	Tampa International
DISTANCE/TIME FROM AIRPORT	8 mi./20 min.	5 mi./10 min.	15 mi./25 min.	20 mi./25 min.

SOURCE: Sales & Marketing Management; *1991 Sales Manager's Budget Planner.*

INCENTIVES

Selected Resort Hotels

	Kapalua Bay Hotel Maui, HI	**Keystone Lodge & Conference Center Keystone, CO**	**La Costa Hotel & Spa Carlsbad, CA**	**Loews Ventana Canyon Resort Tucson, AZ**
PHONE	808-669-5656/800-367-8000	303-777-5525	619-438-9111/800-544-7483	602-299-2020/800-234-5117
SLEEPING ROOMS	194	952	536	404
MEETING ROOMS	3	33	16	27
GROUP RATES	Sgl./Dbl.-$215-245	Sgl./Dbl.-$65-140	Sgl./Dbl.-$195-265	Sgl./Dbl.-$210-305
MEAL PLANS	MAP	EP	AP-EP-MAP	AP-EP-MAP
RECREATION FACILITIES	2 18-hole golf courses; 2 pools; 3 beaches; 10 tennis courts (4 lighted); horseback riding	18-hole golf course; 11 pools (6 indoor); 14 tennis courts (2 indoor); horseback riding; alpine & cross-country skiing; ice-skating; sailing; bicycling; health club; sauna	2 18-hole golf courses; 7 outdoor pools; beach nearby; 23 outdoor tennis courts; full-service health spa	18-hole golf course; access to 18-hole golf course; 2 heated outdoor pools; 10 outdoor tennis courts; health club; sauna; access to horseback riding
NEAREST AIRPORT	Kapalua-West Maui	Stapleton International	San Diego	Tucson International
DISTANCE/TIME FROM AIRPORT	5 mi./10 min.	75 mi./1 hr. 30 min.	30 mi./35 min.	20 mi./25 min.

	Mark Hopkins Inter-Continental Hotel San Francisco, CA	**Marriott Harbor Beach Ft. Lauderdale, FL**	**Maui Inter-Continental Wailea Maui, HI**	**Maui Marriott Resort Maui, HI**
PHONE	415-392-3434/800-327-0200	305-525-4000/800-228-9290	808-874-7800/800-292-4532	808-667-1200/800-228-9290
SLEEPING ROOMS	394	659	550	761
MEETING ROOMS	14	30	33	10
GROUP RATES	Sgl./Dbl.-$120-200	Sgl./Dbl.-$85-280	Sgl./Dbl.-$165-255	Sgl./Dbl.-$195-290
MEAL PLANS	EP	EP-MAP	EP	AP-EP-MAP
RECREATION FACILITIES	Access to 18-hole golf course; health club	Access to 2 18-hole golf courses; outdoor pool; beach; cabana club; 5 outdoor tennis courts; health club; sauna; access to horseback riding	Access to 2 18-hole golf courses; 14 tennis courts; 3 swimming pools; 2 beaches	Access to 2 18-hole golf courses; 2 outdoor pools; beach; 5 outdoor tennis courts; fitness center; access to horseback riding
NEAREST AIRPORT	San Francisco International	Ft. Lauderdale	Kahului Airport	Kahului Airport
DISTANCE/TIME FROM AIRPORT	20 mi./25 min.	3 mi./10 min.	16 mi./25 min.	30 mi./45 min.

	Olympia Resort & Spa Oconomowoc, WI	**Opryland Hotel Nashville, TN**	**Pheasant Run Resort St. Charles, IL**	**The Pointe at Squaw Peak Phoenix, AZ**
PHONE	414-567-0311/800-558-9573	615-889-1000	708-584-6300	602-997-2626/800-528-0428
SLEEPING ROOMS	380	1,996	550	580
MEETING ROOMS	26	70	39	48
GROUP RATES	Sgl./Dbl.-$69-99	Sgl./Dbl.-$99-149	Sgl./Dbl.-$69-190	Sgl./Dbl.-$89-235
MEAL PLANS	AP-EP	EP	AP-EP	AP-EP-MAP
RECREATION FACILITIES	18-hole golf course; 2 pools (1 indoor); beach; 11 tennis courts (4 indoor); horseback riding; full-service health spa	Access to 2 18-hole golf courses; 3 outdoor pools; 6 outdoor tennis courts; fitness center	18-hole golf course; 2 pools (1 indoor); 13 tennis courts; health club; sauna; access to horseback riding	Access to 18-hole golf course; 5 outdoor pools; 8 outdoor tennis courts; horseback riding; health club; sauna
NEAREST AIRPORT	Mi[illegible]e Mitchell Field	Nashville Metropolitan	O'Hare International	Phoenix Airport
DISTANCE/TIME FROM AIRPORT	3[illegible]/40 min.	7 mi./15 min.	24 mi./35 min.	12 mi./20 min.

SOURCE: Sales & Marketing Management; *1991 Sales Manager's Budget Planner.*

INCENTIVES

Selected Resort Hotels

	Ritz-Carlton Hotel **Naples, FL**	**Saddlebrook Golf & Tennis Resort** **Wesley Chapel, FL**	**Sea Pines Plantation** **Hilton Head Island, SC**	**Sheraton Steamboat Resort & Conference Center** **Steamboat Springs, CO**
PHONE	813-598-3300/800-247-9810	813-973-1111/800-729-8383	803-785-3333/800-845-6131	303-879-2220/800-848-8878
SLEEPING ROOMS	491	1,200	525 villas	420
MEETING ROOMS	22	33	14	18
GROUP RATES	Sgl./Dbl.-$125-280	Sgl./Dbl.-$80-295	Villas-$80-300	Sgl./Dbl.-$59-249
MEAL PLANS	EP	EP-MAP	EP	EP-MAP
RECREATION FACILITIES	Access to 18-hole golf course; outdoor pool; beach; 6 outdoor tennis courts; fitness center; bicycling; water sports	2 18-hole golf courses; 2 outdoor pools; 2 whirlpools; 36 tennis courts; fitness center; sauna	3 18-hole golf courses; 30 outdoor pools; beach; 60 outdoor tennis courts; horseback riding; bicycle path; water sports	18-hole golf course; outdoor pool; Jacuzzi; sauna; access to 2,500 acres of skiable terrain; tennis and horseback riding
NEAREST AIRPORT	Ft. Myers	Tampa International	Hilton Head Airport	Steamboat Springs
DISTANCE/TIME FROM AIRPORT	25 mi./30 min.	29 mi./35 min.	5 mi./10 min.	6 mi./10 min.

	Stouffer Pineisle Resort **Buford, GA**	**Stouffer Waiohai Beach Resort** **Kauai, HI**	**Westin Kauai at Kauai Lagoons** **Kauai, HI**	**Williamsburg Inn** **Williamsburg, VA**
PHONE	404-945-8921/800-468-3571	808-742-9511/800-426-4122	808-245-5050/800-228-3000	804-220-7600/800-HISTORY
SLEEPING ROOMS	250	426	847	148
MEETING ROOMS	22	10	13	3
GROUP RATES	Sgl./Dbl.-$130-230	Sgl./Dbl.-$195-225	Sgl./Dbl.-$160-250	Sgl./Dbl.-$147-239
MEAL PLANS	AP-EP-MAP	AP-EP-MAP	AP-EP-MAP	AP-EP-MAP
RECREATION FACILITIES	18-hole golf course; 2 pools (1 indoor); 7 tennis courts (3 indoor); horseback riding; water sports; health club; sauna; 3 hot tubs	Access to 18-hole golf course; 3 outdoor pools; beach; 6 outdoor tennis courts (4 lighted); health club; sauna	2 18-hole golf courses; 2 outdoor pools, beach; 8 lighted tennis courts; health club; sauna; wellness center	18-hole and 9-hole golf course; 3 pools (1 indoor); 8 outdoor tennis courts; health club; sauna
NEAREST AIRPORT	Hartsfield International	Lihue Airport	Lihue Airport	Norfolk International, Richmond
DISTANCE/TIME FROM AIRPORT	55 mi./1 hr.	12 mi./15 min.	1 mi./5 min.	45 mi./50 min.

Notes: The following refer to types of meal plans each resort hotel offers: **AP** - Full American Plan (3 meals per day). **MAP** - Modified American Plan (breakfast and dinner per day). **EP** - European Plan (no meals; each meal is paid for seperately). Also, the range of group rates listed are for the lowest single-occupancy to highest double-occupancy rate and in most cases will vary depending on the number of clients, dates, etc.

SOURCE: Sales & Marketing Management; *1991 Sales Manager's Budget Planner.*

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Selected Incentive Travel Destinations

	AIRFARES* Restricted/ Unrestricted	LODGING** Low Single/ High Double	GROUP ACTIVITIES***
Acapulco Mexico	$329-$653	$64-$96	**1)** Schedule a glass-bottom boat excursion to Roqueta Island and the underwater Shrine of Our Lady of Guadalupe, or **2)** visit San Diego, a Spanish fort with a harbor view. For further information, contact the Mexican Government Tourism Office: 213-203-8343.
Amsterdam Holland	$676-$2,686	$116-$174	**1)** Arrange a Bruegel medieval feast at Dussen Castle, **2)** a royal reception in a museum, or **3)** a boat trip along the canals with candlelight tour (in season). For further information, contact the Netherlands Board of Tourism: 212-370-7360.
Atlantic City New Jersey	$248-$802	$81-$136	**1)** Plan a tour followed by a dinner/reception at a winery, **2)** organize a theme party at the historic town of Smithville or Wheaton Village, or **3)** plan a boat trip/private party aboard a cruise ship. For further information, contact the Greater Atlantic City Convention & Visitors Bureau: 609-348-7100.
Banff Canada	$302-$752	$73-$99	**1)** Plan an excursion aboard a scenic lift to view Banff's ski country, **2)** board sightseeing gondolas, or **3)** arrange for a tour of the hot springs. For more information, contact the Banff/Lake Louise Chamber of Commerce: 403-762-3777.
Cancun Mexico	$366-$689	$100-$156	**1)** View a Spanish sound-and-light show in the Mayan city of Uxmal, **2)** plan a picnic along one of Cancun's beaches or among its tropical foliage, or **3)** charter the *Aqua II* for a moonlight cruise. For further information, contact the Mexican Government Tourism Office: 213-203-8343.
Dublin Ireland	$588-$2,596	$83-$126	**1)** Arrange a dinner reception with a lord at Slane castle, or **2)** tour one of Dublin's many castles, including the Dublin Castle and the Malahide Castle. For further information, contact the Irish Tourist Board: 212-418-0800.
Hamilton Bermuda	$370-$744	$102-$139	**1)** Plan a two-hour glass-bottom boat cruise, **2)** a Bermuda Night with limbo contests, or **3)** a tour to the historic town of St. George. For more information, contact the Bermuda Department of Tourism: 212-818-9800 or 800-223-6106.
Hong Kong Island Hong Kong	$1,210-$5,922	$135-$187	**1)** Charter a "junk" and have a banquet during a cruise of Hong Kong Harbor, **2)** arrange for the pipers of the Royal Hong Kong Police to open your dinner/reception, or **3)** view Hong Kong aboard the Peak Tram funicular railway. For further information, contact the Hong Kong Tourist Association: 312-782-0864.
Honolulu Hawaii	$725-$1,717	$90-$151	**1)** Plan a theme party/reception at Sea Life Park, an oceanside oceanarium, **2)** visit the royal Iolani Palace, or **3)** visit the Polynesian Cultural Center. For further information, contact the Hawaii Visitors Bureau: 808-923-1811.
Kauai Hawaii	$725-$1,737	$98-$183	**1)** Arrange for a cruise along the Wailua River followed by a hike to the Fern Grotto, **2)** plan a raft excursion to the Na Pali Coast, or **3)** visit the Kilohana plantation restoration. For further information, contact the Hawaii Visitors Bureau: 808-923-1811.
Las Vegas Nevada	$318-$1,052	$47-$87	**1)** Plan a western-style evening with visits to Old Nevada followed by a barbecue or rodeo, **2)** view the Grand Canyon or the Hoover Dam by air, or **3)** tour the Old Mormon Fort. For further information, contact the Las Vegas Convention & Visitors Bureau: 702-733-2323.
Lisbon Portugal	$818-$2,172	$97-$121	**1)** Arrange a medieval banquet at Ourem Castle, **2)** a dinner-dance cruise, **3)** a luncheon-buffet boat ride, or **4)** a wine-tasting tour. For further information, contact the Portuguese National Tourist Office: 212-354-4407.
London England	$518-$2,096	$140-$225	**1)** Plan a reception at an authentic English pub, **2)** an excursion to Shakespeare country, or **3)** a theme event including Beefeaters or Scottish pipers. For further information, contact the British Tourist Authority: 212-581-4708.
Madrid Spain	$816-$2,456	$115-$161	**1)** Arrange a dinner-dance at Manzanares Castle, **2)** view Tientas (amateur bullfights) at private country homes, or **3)** organize a flamenco reception. For further information, contact the National Tourist Office of Spain: 212-759-8822.
Maui Hawaii	$785-$1,767	$113-$187	**1)** View Mount Haleakala by helicopter or on horseback, **2)** tour the quaint villages of Lahainia or Hana, or **3)** visit Haleakala National Park, home of the world's largest dormant volcano. For further information, contact the Hawaii Visitors Bureau: 808-923-1811.
Monte Carlo Monaco	$1,075-$2,126	$150-$285	**1)** Plan a welcome get-together party at the Beach Club, **2)** arrange a gala dinner at the Sporting Club, or **3)** tour old Monaco. For further information, contact the Monaco Government Tourist & Convention Bureau: 312-939-7863.

INCENTIVES

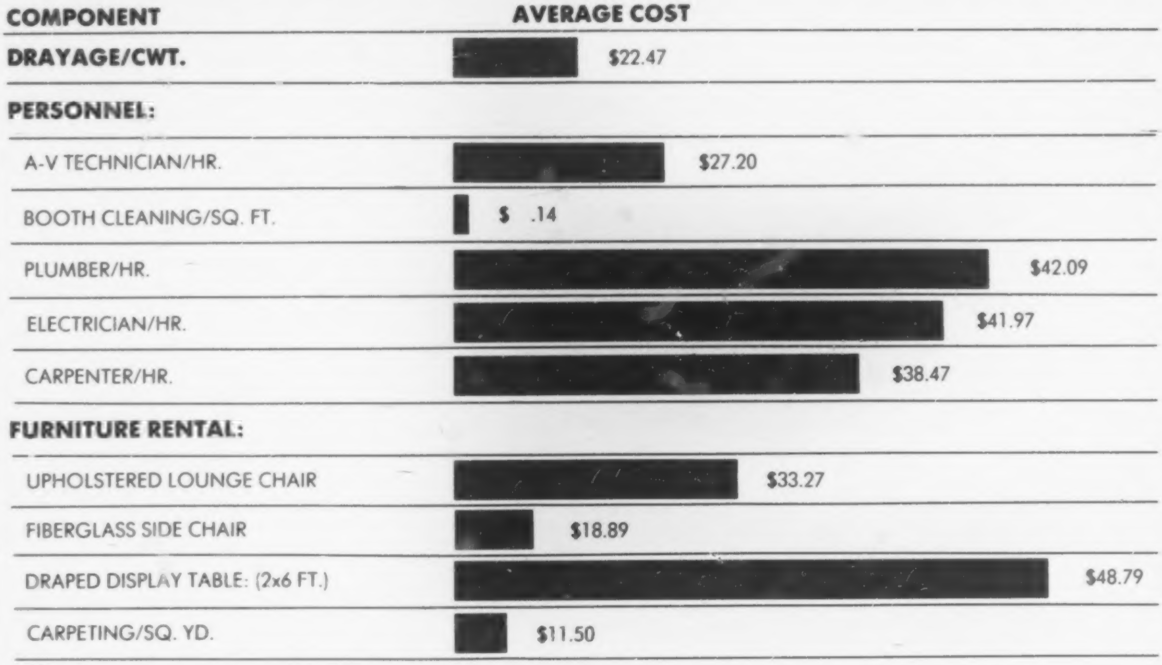
Selected Incentive Travel Destinations

	AIRFARES* Restricted/ Unrestricted	LODGING** Low Single/ High Double	GROUP ACTIVITIES***
Montreal Canada	$156-$502	$100-$128	**1)** Visit Ste. Helene Island for a picnic or for viewing the old restored fort and museum, **2)** tour the historic town of Old Montreal, or **3)** plan a trip to the Dow Planetarium. For further information, contact the Greater Montreal Convention & Tourism Bureau: 514-844-5400.
Munich Germany	$900-$3,166	$105-$163	**1)** Plan an Oktoberfest Party with authentic German dining, **2)** arrange a day trip to the Bavarian Alps, or **3)** dine in old Bavarian farmhouses surrounding the baroque church of St. Andreas. For more information, contact the German National Tourist Office: 312-308-3300.
Nassau Bahamas	$280-$870	$64-$99	**1)** Visit McLean's Town, a picturesque fishing village, **2)** plan a glass-bottom boat trip, or **3)** visit one of the historic forts that offer scenic views of the city or shore. For further information, contact the Bahamas Tourist Office: 212-758-2777.
New Orleans Louisiana	$206-$672	$74-$118	**1)** Arrange a banquet or reception aboard a steamboat, **2)** have a Cajun or Creole party complete with a Bourbon Street Jazz Band, or **3)** have a cocktail party on a private patio in the French Quarter. For further information, contact the Greater New Orleans Tourist and Convention Committee: 504-566-5011.
Orlando Florida	$254-$729	$85-$140	**1)** Arrange for a boat ride through the lakes and canals of Winter Park or through Disney's Bay Lake, **2)** tour Ocala, Florida's horse country, or **3)** have a street party in historical downtown Orlando. For further information, contact the Orlando/Orange County Convention & Visitors Bureau: 407-363-5800.
Paris France	$852-$2,676	$125-$164	**1)** Plan an in-house fashion show with lunch or tea at a gallery or department store on the Boulevard Haussmann, **2)** tour one of Paris's 90 theaters or 608 museums, or **3)** visit the historic Marais district. For further information, contact the National Business Travel Division, French Government Tourist Office: 312-751-7800.
Puerto Vallarta Mexico	$334-$581	$71-$101	**1)** Charter a yacht and visit Yelapa, a scenic "South Seas" fishing village, **2)** organize an evening dinner/reception aboard a yacht, or **3)** visit the Isla Rio Cuale or Juarez Avenue for shopping. For further information, contact the Mexican Government Tourism Office: 213-203-8343.
Rio de Janeiro Brazil	$1,260-$2,814	$99-$131	**1)** Arrange a carnival-style dinner show at the Scala or Plataforma theaters, **2)** have a reception aboard cruise ships around Guanabara Bay, or **3)** tour Sugar Loaf and Corcovado mountains for views of the city. For further information, contact the Brazilian Tourism Foundation: 212-286-9600.
Rome Italy	$902-$2,748	$139-$225	**1)** Plan a Roman toga party or Venetian masked ball in an Italian villa, **2)** a reception or welcoming party in an ancient palace, or **3)** an excursion to the Roman Forum or other monuments of antiquity. For further information, contact the Italian Government Travel Office: 212-245-4961.
San Francisco California	$358-$1,242	$105-$161	**1)** Plan a California wine-tasting tour complemented by a picnic lunch, **2)** a victory or pirate party aboard a sailing or cruise ship, or **3)** a Day at the Races at Golden Gate Fields or Bay Meadows. For more information, contact the San Francisco Convention and Visitors Bureau: 415-974-6900.
Singapore	$1,340-$5,650	$119-$151	**1)** Tour the spiritual monuments of this religiously diversified city, **2)** hold a cocktail reception at the National Museum, or **3)** view the traditional "Lion Dance" and martial arts display. For further information, contact the Singapore Convention Bureau: 212-302-4861.
Sydney Australia	$1,350-$4,514	$118-$149	**1)** Tour the Royal Botanic Gardens and the Taronga Park Zoo, **2)** visit the historic town of Old Sydney, or **3)** arrange a tour of Hunter Valley, a major wine-producing area. For further information, contact the Australian Tourist Commission: 212-687-6300.
Tokyo Japan	$1,224-$6,616	$117-$198	**1)** Visit one of Japan's national monuments, such as the National Diet Building or Budokan Hall, **2)** witness a tea ceremony, or **3)** view the city and Mount Fuji from Tokyo Tower. For further information, contact the Japan National Tourist Organization: 312-222-0874.
Vail Colorado	$282-$822	$108-$237	**1)** Plan a sleigh ride into the mountains with dinner in a log cabin afterward, **2)** a white-water rafting excursion, or **3)** a tour through Leadville, Colorado's historic mining town. For further information, contact the Vail Resort Association: 303-476-1000.

Notes: *Airfares show the average range of round-trip coach fares per person, departing from Chicago. The lowest rate indicates restricted fares that involve such things as advance purchase, weekday departures, and a Saturday night stay-over. The highest rate is for a nonrestricted purchase made with no advance reservations. Note that airfares to the Orient, South America, and Europe generally call for a minimum stay of seven days. ****Lodging** costs are per person, per night, with the lowest rate shown averaged from the lowest single-occupancy rates at a cross-section of hotels for each destination. The highest rate is an average of the highest double-occupancy rates at the same hotels. Figures are based on data from the spring 1991 edition of the *Hotel and Travel Index*, published by the Business Publications Div. of Murdoch Magazines. Keep in mind that rates for European, Pacific/Asian, and South American destinations are subject to change due to currency fluctuations. *****Group Activities** are based on listings from the *1991 Successful Meetings Sourcebook*.

SALES SUPPORT

Trade Show Exhibit Costs—1990



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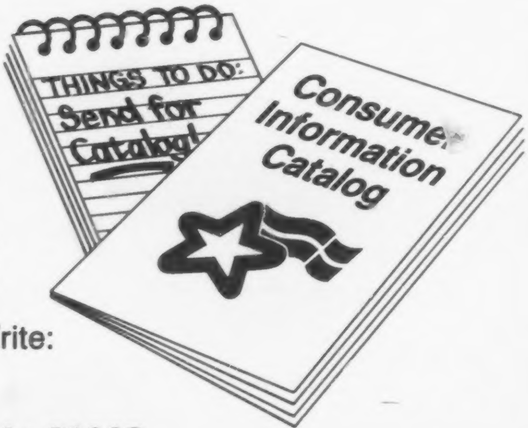

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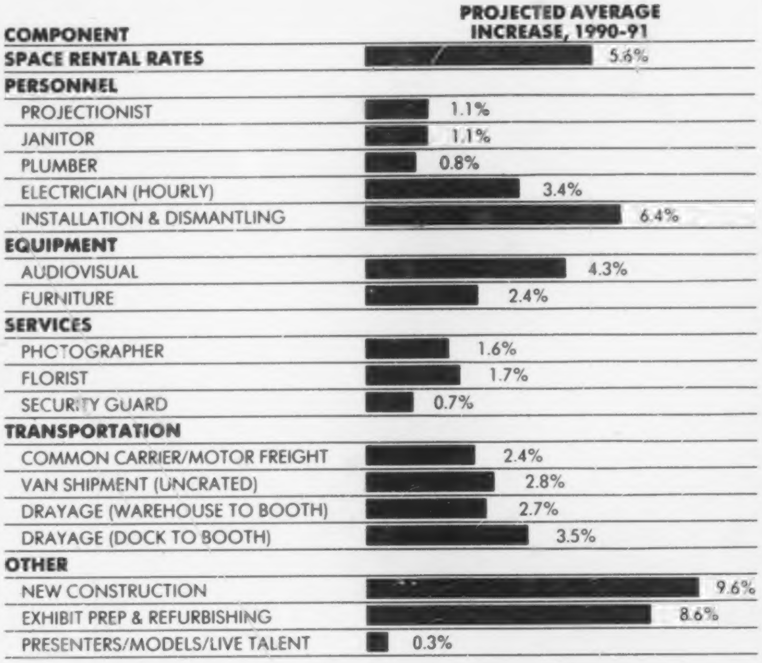
SALES SUPPORT

Expected Increases in Trade Show Exhibition Costs



= SOURCE: International Exhibitors Association; *The 1991 Budget Guide*. Complete copies of the guide can be obtained for $25 from the International Exhibitors Association, 5501-B Backlick Rd., Suite 200, Springfield, VA 22151.

SALES SUPPORT

Audiovisual Equipment Purchase Costs

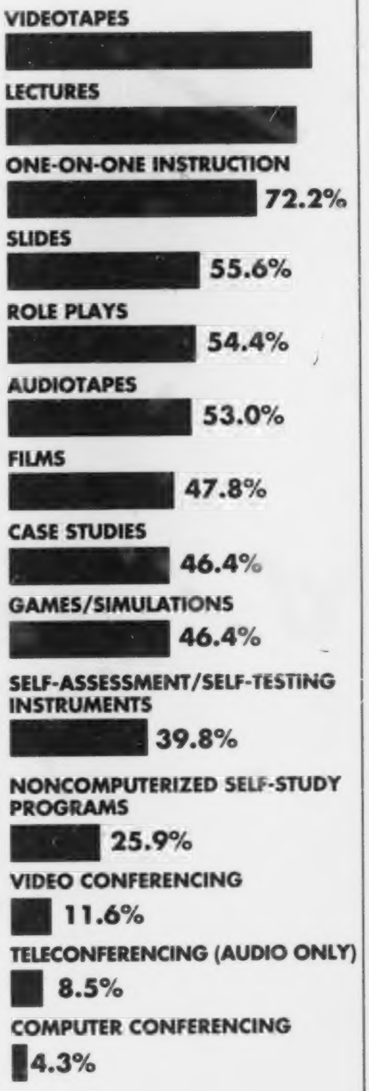
EQUIPMENT	**1990 PURCHASE PRICE RANGE**	**MEDIAN**
Projectors:		
16mm sound movie	$1,415-3,170	$2,293
35mm slide projector	140-4,995	2,568
35mm slide w/synch. tape deck	695-1,205	950
Front/rear-screen 35mm filmstrip w/self-contained synch. tape	525-615	570
Opaque projector	249-960	605
Overhead transparency	250-959	605
Silent filmstrip	85-247	166
Tape Recorders:		
Cassette	$50-1,099	$575
Reel-to-reel	1,565-7,999	4,782
Video Equipment:		
(1/2)-inch color cassette recorder/player	$430-3,750	$2,080
(3/4)-inch color cassette recorder/player	1,780-8,850	5,315
Portable monitor and recorder/player	595-1,895	1,245
Color camera	1,515-7,640	4,578
Color monitor	495-2,995	1,745
Monitor/receiver	300-660	480

Note: Purchase prices are manufacturers' suggested retail prices without optional extras.

SOURCE: Sales & Marketing Management; *1991 Sales Manager's Budget Planner.*

TRAINING

Instructional Methods Used in Training



Notes: Responses were gathered from a number of different industries and job types including training, human resources, sales & marketing, and customer service.

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SALES SUPPORT

Advertising and Promotional Expenditures as a Percentage of Net Sales

INDUSTRY	AD/SALES RATIO 1990	ANNUAL GROWTH RATE 1989-90
Food Products		
Food & Kindred Products	6.7%	9.3%
Meat Products	1.6	8.8
Dairy Products	3.2	10.5
Canned Foods	7.1	8.5
Flour & Other Grain Products	10.3	8.5
Bakery Products	1.4	6.2
Malt Beverages	5.7	8.3
Tobacco Products		
Cigarettes	4.2	0.5
Textile Mill Products		
Textile Products	1.5	–13.2
Apparel		
Apparel & Other Finished Products	6.4	72.2
Furniture & Fixtures		
Household Furniture	4.0	6.0
Office Furniture	1.3	9.3
Printing & Publishing		
Newspapers	3.1	9.6
Periodicals	4.4	15.6
Books	3.1	5.1
Chemicals & Allied Products		
Chemicals & Allied Products	2.6	10.9
Industrial Inorganic Chemicals	12.3	8.2
Plastic Materials & Synthetic Resins	0.3	18.3
Soap & Other Detergents	7.1	7.0
Paints, Varnishes & Lacquers	3.6	6.8
Petroleum & Coal Products		
Petroleum Refining	2.5	7.0
Paving & Roofing Materials	1.8	7.8
Rubber & Misc. Plastic Products		
Tires & Inner Tubes	2.2	4.9
Misc. Plastics Products	1.8	7.8
Footwear (except Rubber)	3.8	6.3
Stone, Clay & Glass Products		
Glass & Glassware	2.5	10.8
Foundries		
Iron & Steel Foundries	1.2	10.3
Fabricated Metals		
Heating Equip. & Plumbing Fixtures	2.5	8.2
Machinery & Equipment		
Farm & Garden Machinery & Equip.	1.1	–2.5
Metalworking Equip.	3.9	13.4
Computing & Office Equip.	1.3	8.9
Computers	4.8%	13.0%
Refrigeration Equip.	1.7	3.5
Electric & Electronic Equipment		
Household Apppliances	1.9	–1.4
Household Audio & Video Equip.	4.0	13.5
Transportation Equipment		
Motor Vehicles & Car Bodies	1.8	13.7
Motor Homes	1.0	2.6
Instruments & Related Products		
Optical Instruments & Lenses	1.0	10.2
Photographic Equip.	3.8	14.2
Watches, Clocks & Parts	2.4	15.5
Misc. Manufacturing Industries		
Jewelry & Precious Metals	2.6	8.9
Musical Instruments	3.1	13.1
Toys & Games	14.4	12.7
Sporting & Athletic Goods	5.2	11.0
Pens & Other Writing Instruments	4.3	12.8
Communications		
Radio Broadcasting	9.3	16.1
Television Broadcasting	2.8	2.2
Cable & Pay TV	2.6	18.8
Wholesaling		
Autos & Other Vehicles	4.8	7.8
Computers & Software	0.5	20.8
Drugs	0.1	5.2
Food	1.3	5.9
Retailing		
Lumber & Other Building Materials	2.1	4.4
Department Stores	2.8	5.6
Variety Stores	1.9	8.9
Grocery Stores	1.2	2.9
Automotive Dealers & Gas Suppliers	0.7	8.9
Apparel & Accessories	2.4	8.0
Women's Ready-to-Wear	3.4	12.7
Furniture & Home Furnishings	7.1	6.4
Eating & Drinking Places	15.5	22.8
Eating Places	3.4	10.0
Mail-order Houses	5.4	7.8
Misc. Service Industries		
Hotels & Motels	3.8	7.7
Personal Services	7.5	8.6
Motion Picture Production	12.6	13.6
Educational Services	6.3	15.8

Notes: The **Ad/Sales Ratio** shows the Advertising & Promotional budget for each selected industry as a percentage of Net Sales. The **Annual Growth Rate** shows the average annual compound growth rate in the advertising & promotional budgets of selected industries between 1989 and 1990.

This table is based on *Advertising Ratios & Budgets*, an annual study of advertising and promotional expenditures of major U.S. corporations published by Schonfeld & Associates, Inc. The study contains 1989 historical and current-year forecasts of advertising budgets for more than 5,700 publicly owned companies in over 390 different industries. Figures are compiled from 10-K reports filed with the Securities and Exchange Commission. Cautious interpretation is advised, however, since companies may vary on their interpretation of what constitutes advertising and/or promotional expenditures. Also, large companies operating in several different fields may be listed only in their primary industry sector, and figures for privately owned companies do not appear. Copies of *Advertising Ratios & Budgets* are available at a cost of $295 from Schonfeld & Associates, Inc., 1 Sherwood Drive, Lincolnshire, IL 60069, 708-948-8080.

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SALES SUPPORT

Selected Fax Machine Costs

COMPANY	MODEL*	PRICE**
CANON	FAX 210	$1,495
	FAX-705	$1,995
	FAX-A-105	$2,495
	FAX L-760	$3,795
	FAX-750	$3,995
	FAX-850	$4,495
	FAX-L-770	$4,995
MURATA	F-25	$1,395
	F-37	$1,495
	F-38	$1,595
	F-40	$1,795
	F-45	$1,995
	F-55	$2,495
	F-70	$2,695
	F-75	$3,495
PANASONIC	UF-127	$995
	UF-270	$1,895
	UF-270M	$2,095
	UF-300	$2,495
	UF-650M3	$3,895
	UF-750D	$4,895

COMPANY	MODEL*	PRICE**
RICOH	FAX22	$995
	FAX77	$1,495
	PF-1	$1,695
	FAX86	$1,995
	FAX90	$2,195
	FAX95	$2,995
	FAX2800L	$3,595
	FAX1000L	$4,195
SHARP	FO-240	$1,295
	FO-324	$1,495
	FO-500	$2,195
	FO-750	$2,595
	FO-4900	$3,295
	FO-5200	$3,695
	FO-6000	$4,995

*All machines are Group 3 compatible.
**Denotes manufacturers' suggested retail price.

SOURCE: Companies were selected based on 1990 market share data supplied by International Data Corporation, Framingham, Mass. Model and price information gathered by *Sales & Marketing Management.*

SALES SUPPORT

Selected Cellular Phone Costs

COMPANY	MODEL*/CODE (P) = Portable (F) = Fixed (car only) (T) = Transportable (both)	PRICE**
AUDIOVOX (TOSHIBA)	PT300 (P)	$399
	CMT410A (F)	$499
	CTR1900 (T)	$499
	CTX3200 (F)	$499
	CTX4200 (F)	$699
	CTX-5000 (T)	$1,299
MITSUBISHI	1500 MOB (F*)	$699
	1500 TPK (T)	$875
	3000 (P)	$1,499
MOTOROLA	TX100 (F)	$425
	2600 (T)	$695
	Ultra Classic Portable (P)	$750
	Business Classic DPC (P)	$1,000

COMPANY	MODEL*/CODE (P) = Portable (F) = Fixed (car only) (T) = Transportable (both)	PRICE**
NEC	3800 (F)	$525
	B3800 (T)	$560
	4800 (F)	$660
	P200 (P)	$999
	P300 (P)	$1,150
OKI TELECOM	OKIPHONES23 (F)	$449
	OKIPHONES692 (T)	$649
	OKIPHONES750 (P)	$899
	OKIPHONES900 (P)	$1,099
PANASONIC	CM500 (F)	$500
	TP500 (T)	$640
	HP600 (P)	$1,200
UNIDEN	CP1500 (F)	$300-400
	CP5000 (P)	$300-500
	CP2500 (T)	$400-500

*Cellular phones cannot function without the use of an RCC, or Radio Common Carrier, a service offered by a number of communications companies throughout the U.S. A carrier literally "carries" a message over the airwaves to the number being called. Most companies charge by the month for this service, and some limit the volume of calls allowed by the user. Be sure to inquire about this service in your area before making a final decision on purchasing any equipment.

Denotes manufacturers' suggested retail price. **NOTE: Since many cellular phones are sold through a specific carrier service, prices are sometimes lower than the suggested retail price listed here.

SOURCE: Companies were selected based on 1990 manufacturer market share data supplied by Herschel Schosteck & Associates, Silver Springs, MD. Model and price information gathered by *Sales & Marketing Management.*

SALES SUPPORT

Selected Costs of Pagers

COMPANY	MODEL*	PRICE**
MOTOROLA	BRAVO (tone only)	$105-139
	BRAVO (numeric display)	$145-170
	BRAVO (alphanumeric display)	$200-237
	KEYNOTE (voice & numeric display)	$223-290
	ADVISOR (alphanumeric display)	$255-287
	WRIST WATCH (watch & numeric display)	$299

COMPANY	MODEL*	PRICE**
NEC	IDP 5000 (numeric display)	$200
	IDP 7000 (alphanumeric display)	$275
PANASONIC	VANGUARD 160 SYNTHESIZER (numeric display)	N.A.
	VANGUARD 160 900MHz (numeric display)	N.A.
	PANADATA 4000 (alphanumeric display)	$299

*Pagers cannot function without the use of an RCC, or Radio Common Carrier, a service offered by a number of communications companies throughout the U.S. A carrier literally "carries" a message over the airwaves to the number being paged. Most of these companies charge by the month for this service, and some limit the volume of messages allowed by the user. Be sure to inquire about this service in your area before making a final decision on purchasing any equipment.

**Denotes manufacturers' suggested retail price

NOTE: Since many pagers are sold through a specific carrier service, prices are sometimes lower than the suggested retail price listed here.

SOURCE: *Sales & Marketing Management.*

SALES SUPPORT

Selected Laptop PC Costs

COMPANY	MODEL*	PRICE**
DATAVUE	SNAP01-S/SNAP01EL-S	$2,295-$2,395
	SNHD01/SNHD01EL	$3,495-$3,595
COMPAQ	COMPAQLTE386S/20	$4,399-$4,799
	COMPAQLTE/286	$2,499-$3,799
	COMPAQSLT386s/20	$5,199-$5,699
GRiD	GRiD 1810	$2,495
	GRiD 1720	$3,495
	GRiDCASE 1530	$4,695
	GRiD 1450SX	$4,795
	GRiDCASE 1550SX	$5,995
NEC	ULTRALITE 286F	$2,799
	ULTRALITE 286V	$3,199
	PROSPEED 286	$3,999
	PROSPEED SX/20	$5,199
	PROSPEED 386SX	$5,799-$6,599

COMPANY	MODEL*	PRICE**
TOSHIBA	T1000	$799
	T1000SE	$1,199
	T1200XE	$2,299-$2,599
	T3100e	$2,899
	T3100SX	$3,999
	T5200	$5,199-$5,849
ZENITH	MINISPORTHD	$1,599
	SLIMSPORT286	$2,599-$2,899
	SUPERSPORT286e	$3,199
	SUPERSPORTSX	$4,399-$5,199

*All computers listed are IBM compatible.
**Denotes manufacturers' suggested retail price

SOURCE: Companies were selected based on 1989 manufacturer market share data supplied by Dataquest, Inc., San Jose, CA. Models and prices gathered by Sales & Marketing Management; *1991 Sales Manager's Budget Planner.*

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TRANSPORTATION

Fixed and Operating Costs for Selected 1991 Model Autos

MODEL	ANNUAL COSTS (20,000 MILES) OPERATING	FIXED	TOTAL
Mercedes Benz 300SEL (6-cyl.)	$2,530	$14,287	$16,817
Lincoln Town Car (8-cyl.)	2,280	8,919	11,199
Cadillac DeVille (8-cyl.)	2,370	8,870	11,150
Buick Le Sabre LTD (6-cyl)	2,150	6,445	8,595
Chevrolet Caprice CLS (8-cyl.)	2,260	5,448	7,708
Oldsmobile Cutlass Ciera (6-cyl.)	1,980	5,719	7,699
Ford Taurus L (6-cyl.)	1,990	5,633	7,623
Chevrolet Lumina (6-cyl.)	2,020	5,398	7,418
Plymouth Acclaim (4-cyl.)	1,850	5,154	7,004
Dodge Caravan (4-cyl.)	1,890	4,937	6,827
Ford Tempo GL (4-cyl.)	1,830	4,790	6,620
Toyota Camry DLX (4-cyl.)	1,690	4,839	6,529
Honda Accord DX (4-cyl.)	1,870	4,638	6,508
Chevrolet Cavalier (4-cyl.)	1,640	4,477	6,117
Ford Escort (4-cyl.)	1,570	4,321	5,891

Notes: Operating Costs include fuel, oil, tires, and maintenance. **Fixed Costs** include insurance, depreciation, financing, taxes, and licensing. All costs are based on a 36-month/60,000-mile retention cycle (20,000 mi./yr.). Models listed are 4-door sedans equipped with automatic transmission, power steering, power disc brakes, air conditioning, tinted glass, AM-FM stereo, body side molding, cruise control, and left-hand remote control mirror.

SOURCE: Runzheimer International; Rochester, WI.

TRANSPORTATION

Fixed and Operating Costs for a 1991 Midsize Car in Selected Cities

LOCATION	FIXED COSTS	OPERATING COSTS	TOTAL ANNUAL COSTS
Los Angeles, CA	$5,787	$1,478	$7,265
New York, NY	4,434	1,598	6,032
Boston, MA	4,538	1,493	6,031
Chicago, IL	4,032	1,665	5,697
Baltimore, MD	4,088	1,508	5,596
San Antonio, TX	3,878	1,388	5,266
Washington, DC	3,673	1,575	5,248
Milwaukee, WI	3,475	1,433	4,908
Orlando, FL	3,475	1,418	4,893
Des Moines, IA	3,439	1,403	4,842
Birmingham, AL	3,432	1,350	4,782

Notes: Operating Costs include fuel, oil, tires, and maintenance. **Fixed Costs** include financing, insurance, depreciation, taxes, and licensing fees. Figures are based on expenses for a 1991 model midsize 4-door sedan equipped with automatic transmission, power steering, power disc brakes, tinted glass, AM-FM stereo, cruise control, and air conditioning, with an assumed retention cycle of 4 years/60,000 miles.

SOURCE: Runzheimer Internation; Rochester, WI.

This year cardiovascular disease will kill more Americans than two world wars.

Nearly one million Americans will die of heart attacks, strokes and other cardiovascular diseases this year. That's more than were killed in World War I and II combined. But you can reduce your risk of cardiovascular disease by eating a low-fat, low-cholesterol diet, controlling your blood pressure, and not smoking. Do it now. Because in the battle against cardiovascular disease, it may be do or die.

American Heart Association WE'RE FIGHTING FOR YOUR LIFE

This space provided as a public service.

TRANSPORTATION

Daily Auto-Rental Rates by Region and Metro

THE NORTHEAST

METRO AREA	AVERAGE DAILY RATE
Albany-Schenectady-Troy, NY	$51.50
Allentown-Bethlehem, PA	51.50
Atlantic City, NJ	41.25
Boston-Lawrence-Salem-Lowell-Brockton, MA	42.50
Bridgeport-Stamford-Norwalk-Danbury, CT	43.72
Buffalo, NY	44.00
Burlington, VT	45.00
Hartford-New Britain-Middletown-Bristol, CT	46.00
Manchester-Nashua, NH	41.67
Nassau-Suffolk, NY	44.69
New Haven-Waterbury-Meriden, CT	46.00
New York, NY	63.50
Newark, NJ	52.20
Philadelphia, PA	46.00
Pittsburgh, PA	52.25
Portland, ME	44.00
Providence-Pawtucket-Woonsocket, RI	41.50
Rochester, NY	48.50
Scranton-Wilkes Barre, PA	47.00
Springfield, MA	49.00
Syracuse, NY	48.25
Worcester-Fitchburg-Leominster, MA	49.46
REGIONAL AVERAGE	**$47.25**

THE SOUTH

METRO AREA	AVERAGE DAILY RATE
Atlanta, GA	$53.00
Austin, TX	43.00
Baltimore, MD	42.75
Birmingham, AL	57.00
Charleston, SC	33.40
Charlotte-Gastonia-Rock–Hill, NC-SC	52.00
Columbia, SC	40.50
Dallas, TX	45.25
El Paso, TX	46.75
Fort Lauderdale-Hollywood-Pompano Beach, FL	38.25
Fort Worth-Arlington, TX	46.75
Greensboro-Winston Salem-High Point, NC	33.70
Greenville-Spartanburg, SC	45.25
Houston, TX	47.50
Jacksonville, FL	39.00
Knoxville, TN	46.00
Little Rock-North Little Rock, AR	42.67
Louisville, KY	48.00
Memphis, TN	43.75
Miami-Hialeah, FL	30.00
Nashville, TN	44.00
New Orleans, LA	43.50
Norfolk-Virginia Beach-Newport News, VA	43.25
Oklahoma City, OK	39.25
Orlando, FL	26.50
Raleigh-Durham, NC	54.25
Richmond-Petersburg, VA	42.00
San Antonio, TX	41.50
Tampa-St. Petersburg-Clearwater, FL	37.50
Tulsa, OK	45.67
Washington, DC	54.00
West Palm Beach-Boca Raton-Delray Beach, FL	31.68
Wilmington, DE	42.75
REGIONAL AVERAGE	**$44.34**

THE MIDWEST

METRO AREA	AVERAGE DAILY RATE
Akron, OH	$55.00
Chicago, IL	54.75
Cincinnati, OH	46.25
Cleveland, OH	50.75
Columbus, OH	44.75
Dayton-Springfield, OH	50.75
Des Moines, IA	46.25
Detroit, MI	58.00
Grand Rapids, MI	48.00
Indianapolis, IN	49.00
Kansas City, MO-KS	45.50
Milwaukee, WI	41.25
Minneapolis-St. Paul, MN	42.00
Omaha, NE	41.75
St. Louis, MO	46.25
Toledo, OH	38.25
Wichita, KS	39.50
REGIONAL AVERAGE	**$46.94**

THE WEST

METRO AREA	AVERAGE DAILY RATE
Albuquerque, NM	$42.50
Anaheim-Santa Ana, CA	48.50
Boise, ID	41.25
Colorado Springs, CO	31.96
Denver, CO	42.75
Fresno, CA	33.67
Las Vegas, NV	42.00
Los Angeles-Long Beach, CA	47.25
Oakland, CA	40.75
Oxnard-Ventura, CA	43.64
Phoenix, AZ	36.50
Portland, OR	44.50
Riverside-San Bernardino, CA	51.00
Sacramento, CA	48.75
Salt Lake City-Ogden, UT	43.25
San Diego, CA	50.50
San Francisco, CA	49.25
San Jose, CA	47.25
Seattle, WA	49.25
Spokane, WA	$46.00
Tacoma, WA	43.63
Tucson, AZ	35.00
REGIONAL AVERAGE	**$43.60**
U.S. AVERAGE	**$45.53**

CANADA*

METRO AREA	AVERAGE DAILY RATE
Calgary, Alberta	$46.95
Montreal, Quebec	43.45
Ottawa, Ontario	45.95
Toronto, Ontario	54.95
Vancouver, British Columbia	39.43
Winnipeg, Manitoba	44.95
CANADIAN AVERAGE	**$45.95**

*Costs are expressed in Canadian dollars.

Notes: Average daily rates reflect the local non-discounted cost of renting a compact car (excluding insurance, tax, and mileage restrictions, where applicable). Due to the frequent changes in such rates and the possibility of local promotions and discounts, however, these rates should only be used as a basic guideline when allocating auto-rental expenses.

SOURCES: Runzheimer International; *1991 Runzheimer Meal-Lodging Cost Index*. Sales & Marketing Management; *1991 Sales Manager's Budget Planner*.